

## Key Stock Statistics (Source S\&P, Vickers, company reports)

| 52-Wk Range | $\$ 48.83-\mathbf{3 0 . 9 0}$ | S\&P Oper. EPS 2011E | $\mathbf{3 . 4 8}$ | Market Capitalization(B) |
| :--- | ---: | :--- | ---: | :--- |
| Trailing 12-Month EPS | $\mathbf{\$ 3 . 0 9}$ | S\&P Oper. EPS 2012E | $\mathbf{3 . 7 9}$ | Yield (\%) |
| Trailing 12-Month P/E | $\mathbf{1 0 . 3}$ | P/E on S\&P Oper. EPS 2011E | $\mathbf{9 . 2}$ | Dividend Rate/Share |
| \$10K Invested 5 Yrs Ago | $\$ 7,336$ | Common Shares Outstg. (M) | $\mathbf{4 1 6 . 9}$ | Institutional Ownership (\%) |



Options: ASE, CBOE, P, Ph
Analysis prepared by Michael Souers on June 16, 2010, when the stock traded at $\mathbf{\$ 3 8 . 3 8}$.

## Highlights

> We view BBY as the best-of-class U.S. consumer electronics retailer, based on its digital product focus, knowledgeable sales staff, and effective marketing campaigns. We think BBY's focus on advanced TVs, notebook computers, video gaming devices and mobile phones will support solid revenue growth near term.
> We project a $6.0 \%$ increase in revenues for FY 11 (Feb.), following a $10 \%$ advance in FY 10. We expect this growth to be driven by the opening of approximately 50-55 net new Best Buy stores worldwide, 75-100 Best Buy Mobile standalone stores and 10-15 Five Star stores in China. We also project a $2 \%$ increase in comparable-store sales, given our forecast that consumer spending will remain pressured by macro factors. We expect a modest increase in operating margins, driven by a product mix shift and solid expense management in concert with comp-store sales growth.
> After taxes at an effective rate of $38.2 \%$ and flat interest expense, we project FY 11 EPS of $\$ 3.48$, a $10 \%$ increase from the $\$ 3.15$ the company earned in FY 10, excluding a restructuring charge. We see FY 12 EPS of $\$ 3.79$.

## Investment Rationale/Risk

> We favor BBY's recent decision to curb capital spending and strictly manage SG\&A expenses in the current challenging macroeconomic environment. We also expect continued market share gains as BBY's customer-centric model should enable the company to continue to differentiate itself in a competitive marketplace. However, we are concerned that the industry faces a potential saturation of flat-panel TVs in the near term, and we think mass adoption of revolutionary products such as 3-D TVs may be several years away. Following a recent decline in the stock price, we think the shares are attractively valued at about 11X our FY 11 EPS estimate, a modest discount to historical averages and to the S\&P 500.
> Risks to our recommendation and target price include sharp deterioration in the economic climate and consumer confidence, and failure to successfully execute strategic objectives.
> Our 12-month target price of \$50, about 14X our FY 11 EPS projection, is based on our DCF analysis, which assumes a weighted average cost of capital of $10.6 \%$ and a terminal growth rate of $3.5 \%$.
Qualitative Risk Assessment

| LOW |  |  |
| :---: | :---: | :---: |

Our risk assessment reflects what we view as BBY's strong balance sheet, sizable market share, numerous suppliers and buyers, and a history of profitability, offset by a highly competitive environment for consumer electronics retailing, with numerous rivals and strong price competition.

## Quantitative Evaluations

S\&P Quality Ranking

|  |  |  | B+ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| D | C | B- | B | B+ | A- | A | A+ |


| Relative Strength Rank | WEAK |  |
| :--- | ---: | ---: |
|  | 20 |  |
| LOWEST $=1$ | HIGHEST $=99$ |  |

## Revenue/Earnings Data

Revenue (Million \$)

|  | $\mathbf{1 0}$ | $\mathbf{2 0}$ | $\mathbf{3 0}$ | $\mathbf{4 0}$ | Year |
| :--- | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 1}$ | 10,787 | -- | -- | -- | -- |
| 2010 | 10,095 | 11,022 | 12,024 | 16,553 | 49,694 |
| 2009 | 8,990 | 9,801 | 11,500 | 14,724 | 45,015 |
| 2008 | 7,927 | 8,750 | 9,928 | 13,418 | 40,023 |
| 2007 | 6,959 | 7,603 | 8,473 | 12,899 | 35,934 |
| 2006 | 6,118 | 6,702 | 7,335 | 10,693 | 30,848 |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Earnings Per Share (\$) |  |  |  |  |  |
| 2011 | 0.36 | E0.48 | E0.68 | E1.97 | E3.48 |
| 2010 | 0.36 | 0.37 | 0.53 | 1.82 | 3.10 |
| 2009 | 0.43 | 0.48 | 0.13 | 1.35 | 2.39 |
| 2008 | 0.39 | 0.48 | 0.53 | 1.71 | 3.12 |
| 2007 | 0.47 | 0.47 | 0.31 | 1.55 | 2.79 |
| 2006 | 0.34 | 0.37 | 0.28 | 1.29 | 2.27 |

Fiscal year ended Feb. 28. Next earnings report expected: Mid
September. EPS Estimates based on S\&P Operating Earnings; historical GAAP earnings are as reported

## Dividend Data (Dates: mm/dd Payment Date: $\mathrm{mm} / \mathrm{dd} / \mathrm{yy}$ )

| Amount | Date | Ex-Div. <br> Date | Stk. of <br> Record | Payment <br> Date |
| :--- | ---: | ---: | ---: | ---: |
| 0.140 | $03 / 26$ | $04 / 13$ | $04 / 15$ | $05 / 06 / 10$ |
| 0.140 | $06 / 16$ | $07 / 01$ | $07 / 06$ | $07 / 27 / 10$ |
| 0.150 | $06 / 24$ | $10 / 01$ | $10 / 05$ | $10 / 26 / 10$ |

Dividends have been paid since 2003. Source: Company reports.

## Business Summary June 16, 2010

CORPORATE OVERVIEW. This leading consumer electronics retailer operated, as of February 27, 2010, 1,069 Best Buy stores, 74 Best Buy Mobile stand-alone stores, 35 Pacific Sales showrooms, eight Magnolia Audio Video stores and six Geek Squad stand-alone stores in the U.S. BBY also operated 887 Carphone Warehouse and 1,566 The Phone House Stores in Europe, 64 Canada Best Buy stores, 144 Future Shop stores in Canada, 158 Five Star stores in China, six Best Buy China stores, five Best Buy Mexico stores and one Best Buy Turkey store as of February 27, 2010.
U.S. Best Buy stores average approximately 39,000 retail square feet, and offer products in six revenue categories: consumer electronics ( $39 \%$ of FY 10 (Feb.) revenues), home office ( $34 \%$ ), entertainment software ( $16 \%$ ), appliances ( $4 \%$ ), services ( $6 \%$ ), and other ( $1 \%$ ). Best Buy's largest category, consumer electronics, includes products such as televisions, digital cameras and accessories, digital camcorders and accessories, e-readers, DVD players, MP3 players and accessories, musical instruments, navigation products, home theater audio systems and components, and mobile electronics including car stereo and satellite radio products.

CORPORATE STRATEGY. BBY's business strategy centers on meeting individual consumer electronics needs with end-to-end solutions, which involves greater employee involvement and increased services. BBY is committed to scaling BBY customer-centricity across the organization, and completed the transition of all remaining stores to the customer-centric operating model in FY 08. In FY 11, BBY plans to open 50-55 new Best Buy stores, the majority of which will be in the U.S., 75-100 small-format stores, primarily Best Buy Mobile stand-alone stores, and 10-15 Five Star stores in China.

BBY sees an opportunity to expand to $1,200-1,400$ superstores in North America. Based on our expectations for approximately 50 net new store openings per year in North America, we believe BBY has about five years of organic growth potential from its core business. However, we expect the majority of new store openings to be in smaller 20,000 square foot locations, compared to BBY's average store square footage of 39,000 . We look for international expansion to provide much of the growth in future years. In total, we project a five-year square footage compound annual growth rate (CAGR) in the mid-single digits.

IMPACT OF MAJOR DEVELOPMENTS. On June 28, 2008, Best Buy acquired a $50 \%$ stake in Best Buy Europe for $\$ 2.1$ billion, net of cash acquired. Best Buy Europe is the company's venture with Carphone Warehouse (CPW), consisting of CPW's retail and distribution business comprised of more than 2,400 stores, its online and direct business, insurance operations and mobile and fixed-line telecommunication businesses. The transaction also included CPW's economic interests in Best Buy Mobile in the U.S. and Geek Squad in the U.K. and Spain. Best Buy Europe is Europe's largest independent mobile phone retailer.

On October 25, 2008, BBY completed its acquisition of Napster for $\$ 100$ million, net of cash acquired. Napster is an online provider of digital music. The acquisition should allow BBY to expand the number of digital music and entertainment subscribers over an increasing array of devices.

In February 2009, BBY acquired the remaining 25\% interest in Jiangsu Five Star Appliance Co. Ltd. for \$196 million.

FINANCIAL TRENDS. Operating EPS grew at a three-year compound annual growth rate (CAGR) of 4.1\% from FY 07 through FY 10. We expect BBY to generate EPS growth of approximately $8 \%$ over the next three years, driven largely by modest sales increases and a widening of operating margins due to improved pricing power -- a result of recent bankruptcies within the consumer electronics retail sector.

In the three years through FY 10, BBY posted a CAGR in sales of $11.4 \%$, in line with the Computer and Electronics Retail sub-industry average CAGR of $11 \%$. We believe BBY's growth has largely been a function of new store growth and acquisitions, as same-store sales growth has averaged a $0.7 \%$ increase over the past three years.

BBY's FY 10 return on invested capital (ROIC) was $17.6 \%$, above the ROIC for the Computer and Electronics Retail sub-industry of $15.9 \%$ and far better than the Consumer Discretionary sector average of $7.1 \%$. Going forward, we expect BBY to continue to generate an ROIC that is above the sub-industry and sector averages.

## Corporate Information

Investor Contact
J. Driscoll (612-291-6110)

## Office

7601 Penn Avenue South, Richfield, MN
55423-3683.
Telephone
612-291-1000.
Fax
952-947-2422.
Email
moneytalk@bestbuy.com

## Website

http://www.bestbuy.com

## Officers

| Chrmn | EVP \& Chief Admin |
| :--- | :--- |
| R.M. Schulze | Officer <br> T.R. Sheehan |
| CEO |  |
| B.J. Dunn | SVP \& Treas |
| EVP \& CFO |  |
| J.L. Robinson |  |

Board Members
L. M. Caputo
B. J. Dunn
K. J. Higgins
R. James
E. S. Kaplan
S. Khosla
G. L. Mikan, III
M. H. Paull
R. M. Rebolledo
R. M. Schulze
H. Tyabji
G. R. Vittecoq

## Domicile

Minnesota

## Founded

1966
Employees
180,000

## Stockholders

3,405


|  |  |  |  |
| :--- | :--- | :--- | :--- |
| Insider Activity | UNFAVORABLE | NEUTRAL | FAVORABLE |
|  |  |  |  |


| Expanded Ratio Analysis |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ |
| Price/Sales | 0.27 | 0.37 | 0.32 | 0.73 |
| Price/EBITDA | 4.24 | 5.95 | 4.64 | 10.42 |
| Price/Pretax Income | 6.20 | 9.78 | 5.72 | 12.27 |
| P/E Ratio | 10.34 | 16.64 | 9.05 | 18.97 |
| Avg. Diluted Shares Outstg (M) | 427.5 | 422.9 | 452.9 | 496.2 |

Figures based on calendar year-end price

| Key Growth Rates and Averages |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | $\mathbf{1}$ Year | $\mathbf{3}$ Years | $\mathbf{5}$ Years | $\mathbf{9}$ Years |
| Past Growth Rate (\%) | 10.39 | 11.52 | 12.79 | 13.51 |
| Sales | 31.31 | -4.61 | 3.95 | 13.35 |
| Net Income |  |  |  |  |

Ratio Analysis (Annual Avg.)

| Net Margin (\%) | 2.65 | 2.80 | 3.18 | 3.16 |
| :--- | ---: | ---: | ---: | ---: |
| \% LT Debt to Capitalization | 13.62 | 14.78 | 11.25 | 14.10 |
| Return on Equity (\%) | 22.69 | 23.67 | 23.71 | 24.25 |


| Company Financials Fiscal Year Ended Feb. 28 |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Per Share Data (\$) | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 |
| Tangible Book Value | 8.19 | 4.70 | 7.99 | 10.82 | 9.60 | 7.91 | 5.97 | 4.70 | 3.65 | 3.07 |
| Cash Flow | 5.25 | 4.25 | 4.40 | 3.80 | 3.16 | 2.76 | 2.41 | 1.91 | 1.91 | 1.18 |
| Earnings | 3.10 | 2.39 | 3.12 | 2.79 | 2.27 | 1.86 | 1.63 | 1.27 | 1.18 | 0.83 |
| S\&P Core Earnings | 3.10 | 2.77 | 3.12 | 2.76 | 2.27 | 1.77 | 1.45 | 1.11 | 1.08 | 0.76 |
| Dividends | 0.56 | 0.54 | 0.46 | 0.36 | 0.31 | 0.50 | 0.27 | Nil | Nil | Nil |
| Payout Ratio | 18\% | 23\% | 15\% | 13\% | 14\% | 38\% | 17\% | Nil | Nil | Nil |
| Calendar Year | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 |
| Prices:High | 45.55 | 52.98 | 53.90 | 59.50 | 18.03 | 41.47 | 41.80 | 35.83 | 33.42 | 39.50 |
| Prices:Low | 23.97 | 16.42 | 41.85 | 43.32 | 14.84 | 29.25 | 15.77 | 11.33 | 12.36 | 9.33 |
| P/E Ratio:High | 15 | 22 | 17 | 21 | 14 | 22 | 26 | 28 | 28 | 48 |
| P/E Ratio:Low | 8 | 7 | 13 | 16 | 11 | 16 | 10 | 9 | 10 | 11 |


| Income Statement Analysis (Million \$) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 49,694 | 45,015 | 40,023 | 35,934 | 30,848 | 27,433 | 24,547 | 20,946 | 19,597 | 15,327 |
| Operating Income | 3,213 | 2,807 | 2,746 | 2,508 | 2,100 | 1,901 | 1,699 | 1,320 | 1,246 | 772 |
| Depreciation | 926 | 793 | 585 | 509 | 456 | 459 | 385 | 310 | 309 | 167 |
| Interest Expense | 94.0 | 94.0 | 62.0 | Nil | 30.0 | 44.0 | 31.0 | 25.0 | 2.00 | 6.90 |
| Pretax Income | 2,196 | 1,707 | 2,225 | 2,130 | 1,721 | 1,443 | 1,296 | 1,014 | 936 | 642 |
| Effective Tax Rate | 36.5\% | 39.5\% | 36.6\% | 35.3\% | 33.8\% | 35.3\% | 38.3\% | 38.7\% | 39.1\% | 38.3\% |
| Net Income | 1,317 | 1,003 | 1,407 | 1,377 | 1,140 | 934 | 800 | 622 | 570 | 396 |
| S\&P Core Earnings | 1,317 | 1,163 | 1,407 | 1,364 | 1,140 | 873 | 704 | 538 | 512 | 361 |
| Balance Sheet \& Other Financial Data (Million \$) |  |  |  |  |  |  |  |  |  |  |
| Cash | 1,916 | 498 | 1,438 | 1,205 | 681 | 470 | 2,600 | 1,914 | 1,855 | 747 |
| Current Assets | 10,566 | 8,192 | 7,342 | 9,081 | 7,985 | 6,903 | 5,724 | 4,867 | 4,611 | 2,929 |
| Total Assets | 18,302 | 15,826 | 12,758 | 13,570 | 11,864 | 10,294 | 8,652 | 7,663 | 7,375 | 4,840 |
| Current Liabilities | 8,978 | 8,435 | 6,769 | 6,301 | 6,056 | 4,959 | 4,501 | 3,793 | 3,730 | 2,715 |
| Long Term Debt | 1,104 | 1,126 | 627 | 590 | 178 | 528 | 482 | 828 | 813 | 181 |
| Common Equity | 6,964 | 4,643 | 4,484 | 6,201 | 5,257 | 4,449 | 3,422 | 2,730 | 2,521 | 1,822 |
| Total Capital | 8,103 | 6,071 | 5,151 | 6,826 | 5,435 | 4,977 | 3,904 | 3,558 | 3,334 | 2,003 |
| Capital Expenditures | 615 | 1,303 | 797 | 733 | 648 | 502 | 545 | 725 | 627 | 658 |
| Cash Flow | 2,243 | 1,796 | 1,992 | 1,886 | 1,596 | 1,393 | 1,185 | 932 | 925 | 563 |
| Current Ratio | 1.2 | 1.0 | 1.1 | 1.4 | 1.3 | 1.4 | 1.3 | 1.3 | 1.2 | 1.1 |
| \% Long Term Debt of Capitalization | 13.6 | 18.6 | 12.2 | 8.6 | 3.3 | 10.6 | 12.3 | 23.3 | 24.4 | 9.0 |
| \% Net Income of Revenue | 2.7 | 2.2 | 3.5 | 3.8 | 3.7 | 3.4 | 3.3 | 3.0 | 2.9 | 2.6 |
| \% Return on Assets | 7.7 | 7.0 | 10.7 | 10.8 | 10.3 | 9.9 | 9.8 | 8.3 | 9.3 | 10.1 |
| \% Return on Equity | 22.7 | 22.0 | 26.3 | 24.0 | 23.5 | 23.7 | 26.0 | 23.8 | 26.2 | 27.1 |

[^0]STANDARD \&POOR'S

## Sub-Industry Outlook

Our fundamental outlook for the computer and electronics retail sub-industry is neutral. In comparison to many other consumer-related industries, we think the consumer electronics cycle remains relatively healthy, driven by hot products such as netbooks, tablet computers, MP3 players, smartphones, video game consoles and e-book readers. With expectations for continued declines in average selling prices for advanced televisions, we think these products are becoming more affordable to average consumers. However, flat-panel TVs may be nearing saturation, in our view, and we expect flattish sales in this important category in 2010. The Consumer Electronics Association (CEA) is projecting a $3.0 \%$ increase in overall electronics sales in 2010 , to $\$ 175$ billion, following a $6.5 \%$ sales decline in 2009. We expect that weak consumer spending and a lack of revolutionary products may lead to downward revisions to this 2010 estimate, as we see sales rising only marginally in 2010. As for competition, we think retailers that best differentiate themselves, either through service, marketing or product mix, will benefit. Industry consolidation is likely to continue given the fierce competitive landscape.

We expect further development and increased adoption of digital products to boost future sales of consumer electronics. At this point in the cycle, we see declines in average selling prices, which we think are hurting manufacturers, helping drive demand and benefiting retail sales. As new products are introduced, we think management of inventories and product mix will become increasingly important in determining which retailers will be the most successful.

Longer term, we look for an increasing convergence between computers, televisions, cameras and telecommunications equipment. This should include
portable devices that make it increasingly easy to access information and entertainment. As for the impact of the Internet, we think the rising availability of entertainment for downloading from home is likely to hurt long-term sales of prerecorded disks at stores. Also, we expect that retailers will have increasing opportunities to sell devices that play downloaded content and possibly sell new subscription services for music and video.

Year to date through August 20, the S\&P Computer \& Electronics Retail Index decreased 13.4\%, underperforming the $3.4 \%$ decline in the S\&P 1500 Index. In 2009, this sub-industry modestly outperformed, advancing $31.6 \%$ compared to a $24.3 \%$ increase in the S\&P 1500 Index.
--Michael Souers

## Stock Performance

GICS Sector: Consumer Discretionary Sub-Industry: Computer \& Electronics Retail

Based on S\&P 1500 Indexes
Month-end Price Performance as of 07/30/10


NOTE: All Sector \& Sub-Industry information is based on the Global Industry Classification Standard (GICS)

Sub-Industry : Computer \& Electronics Retail Peer Group*: Retailers/Resellers

| Peer Group | Stock Symbol | Stk.Mkt. Cap. (Mil. \$) | Recent Stock Price(\$) | $\begin{gathered} 52 \\ \text { Week } \\ \text { High/Low(\$) } \end{gathered}$ | Beta | Yield (\%) | P/E <br> Ratio | Fair <br> Value <br> Calc.(\$) | Quality Ranking | S\&P <br> IO <br> \%ile | Return on Revenue (\%) | LTD to Cap (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Best Buy | BBY | 13,283 | 31.86 | 48.83/30.90 | 1.39 | 1.9 | 10 | 41.60 | B+ | 88 | 2.6 | 13.6 |
| Circuit City Stores | CCTYO | 1 | 0.01 | 0.07/0.01 | NM | Nil | NM | NA | D | 14 | NM | 3.6 |
| GameStop Corp'A' | GME | 2,778 | 18.33 | 28.62/17.12 | 1.09 | Nil | 8 | 29.80 | B+ | 95 | 4.2 | 14.1 |
| Glentel Inc | GLN.C | 214 | 19.35 | 19.99/12.50 | NA | 2.0 | 13 | NA | NR | NA | 5.2 | 0.8 |
| RadioShack Corp | RSH | 2,345 | 18.70 | 24.00/14.76 | 1.79 | 1.3 | 11 | 21.60 | B+ | 94 | 4.8 | 37.5 |

NA-Not Available NM-Not Meaningful NR-Not Rated. *For Peer Groups with more than 15 companies or stocks, selection of issues is based on market capitalization.

## S\&P Analyst Research Notes and other Company News

## August 25, 2010

Best Buy Co. Inc. named Aura Oslapas, age 53, senior vice president and chief design officer, effective September 15, 2010. In her new role, Oslapas will lead Best Buy's design and brand identity team worldwide. Oslapas has more than 25 years experience in design, most recently serving as principal of $A+0$ Design Methods, a boutique design agency in San Francisco. During her career, Oslapas has held leadership positions at organizations such as Esprit de Corp, IDEO and Stone Yamashita Partners. She has served a variety of consumer and technology clients, including Hewlett-Packard, Target, Liz Claiborne, Apple, Logitech, McDonald's and Amtrak. In addition, her work has been recognized with awards from IDEA/BusinessWeek, AIGA the American Institute of Architects, ID and Interiors Magazine.

## July 9, 2010

DOWN 0.46 to $33.94 \ldots$ Jefferies downgrades BBY to hold from buy. Co. unavailable....

## July 9, 2010

08:09 am ET ... BEST BUY CO., INC. (BBY 34.4) UNCHANGED, JEFFERIES DOWNGRADES BEST BUY (BBY) TO HOLD FROM BUY... Analyst Daniel Binder tells salesforce, while BBY shares look cheap, they may stay cheap as he thinks sales trends may be eroding further from 01 levels. Says difficult comparisons and negative sentiment could keep the multiple under pressure if sales are depressed against easy comparisons. Downgrades BBY on concerns about continued softness in consumer electronic sales. Cuts \$3.45 FY 11 (Feb.) EPS estimate to $\$ 3.04, \$ 3.93 \mathrm{FY} 12$ to $\$ 3.48$. Lowers target price to $\$ 36$ from \$50./Trombino

## July 2, 2010

Best Buy Co. Inc. announced that Brad Anderson has retired from the company's board of directors. Anderson served on the board for 24 years, the last nine as vice chairman. Anderson joined the company that would become Best Buy in 1973, working the sales floor at a Sound of Music store. He worked his way up to CEO in 2002. Also retiring from the board was Frank Trestman, 72, president of the Minneapolis investment and business development firm Trestman Enterprise, and Allen Lenzmeier, 65, the company's former chief financial officer and chief operating officer.

## June 24, 2010

BBY raises its quarterly cash dividend to $\$ 0.15$ per share, a $7 \%$ increase from prior $\$ 0.14$ per share.

## June 15, 2010

BBY posts $\$ 0.36$ vs. $\$ 0.42$ adj. 01 EPS as higher SG\&A costs offset $2.8 \%$ higher same-store sales, $6.9 \%$ higher total sales. Says higher SG\&A spending was driven by the addition of new stores, expanded investments in several key growth initiatives, the timing of discretionary expenditures and the impact of other non-recurring items. Reiterates its FY 11 outlook and EPS guidance as provided on March 25, 2010.

## June 15, 2010

11:55 am ET ... S\&P REITERATES BUY RECOMMENDATION ON SHARES OF BEST BUY (BBY 38.51***) : Excluding one-time items, May-0 EPS of \$0.36, vs. \$0.42, is $\$ 0.16$ shy of our estimate. Comp-store sales rose $2.8 \%$, just short of our projection, but timing of investments caused significant SG\&A deleverage. While we are concerned by TV sales slowdown, we think growth in mobile phones will help offset this weakness. We are lowering our FY 11 (Feb.) EPS estimate to $\$ 3.48$ from \$3.51, but keeping FY 12's at $\$ 3.79$ and also maintaining our DCF-based target price of $\$ 50$. We view BBY as attractive and recommend purchase. /M. Souers

## May 25, 2010

02:41 pm ET ... S\&P UPGRADES RECOMMENDATION ON SHARES OF BEST BUY TO BUY FROM HOLD (BBY 40.38****): Following a nearly 20\% decline in share price, we now view shares as attractively valued, trading at 11.5X our FY 11 EPS estimate of $\$ 3.51$, a modest discount to the S\&P 500. While we remain cautious regarding the macroenvironment and have industry-specific concerns related to the potential saturation of flat-panel TVs, BBY continues to execute well and captures share from peers. In addition to trading at what we see as an attractive P/E, BBY's strong balance sheet and generation of free cash are appealing to us.

We are keeping our 12-month DCF-based target price of $\$ 50$. /M. Souers

## May 21, 2010

09:14 am ET ... S\&P REITERATES STRONG BUY OPINION ON SHARES OF GOOGLE (GOOG 475.01*****): Google announces Google TV, which will essentially allow Internet content and applications to be seen and used via televisions. Google TV will include GOOG's Chrome browser and employ the company's search technology to enable users to more easily find shows and videos they are looking for. Announced partners include Logitech (LOGI 14, Hold), Sony (SNE 31, Sell) and Best Buy (BBY 41, Hold). While numerous efforts at "Internet TV" have failed over the years, we think there is considerable potential for Google TV, given advanced open platform and broadband technologies. /S.Kessler

## April 29, 2010

Best Buy Co. Inc. announced that it has named Bill Hoffman senior vice president, consumer insights. In this role, Hoffman is driving key decision making and high level strategy for company's customer insights unit, which is responsible for analyzing consumer data and trends to generate actionable consumer insight. Most recently, Hoffman was a senior expert in the Minneapolis office of McKinsey's Strategy Practice where he served as a leader in its Global Forces service line and in McKinsey's Center for Managing Uncertainty.

## April 12, 2010

11:13 am ET ... S\&P MAINTAINS SELL RECOMMENDATION ON SHARES OF BARNES \& NOBLE (BKS 22.82**): BKS announced an exclusive partnership with Best Buy (BBY 45***) to distribute the Nook, BKS' e-book reader device, and will also feature BKS' free BN eReader software on select PCs, netbooks, tablets and smartphones. We think this added distribution channel will help boost sales of the Nook in FY 11 (Apr.), and we are increasing our FY 11 EPS estimate by $\$ 0.05$ to $\$ 0.92$. We are also raising our DCF-based target price by $\$ 2$ to $\$ 19$. However, BKS faces numerous industry-related and economic challenges, and we think the shares remain expensive at about 25 X our FY 11 EPS forecast. /M. Souers


Of the total 32 companies following BBY, 29 analysts currently publish recommendations.

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | No. of Ratings | $\%$ of Total | $\mathbf{1}$ Mo. Prior | $\mathbf{3}$ Mos. Prior |
| Buy | 4 | 14 | 4 | 5 |
| Buy/Hold | 9 | 31 | 11 | 11 |
| Hold | 16 | 55 | 15 | 12 |
| Weak Hold | 0 | 0 | 0 | 0 |
| Sell | 0 | 0 | 0 | 0 |
| No Opinion | 0 | 0 | 0 | 0 |
| Total | $\mathbf{2 9}$ | $\mathbf{1 0 0}$ | $\mathbf{3 0}$ | $\mathbf{2 8}$ |

## Wall Street Consensus Estimates



[^1]
## Wall Steet Consensus Opinion

## BUY/HOLD

## Companies Offering Coverage

Over 30 firms follow this stock; not all firms are displayed.
Argus Research Corp.
BB\&T Capital Markets
Barclays Capital
Cleveland Research Company
Credit Suisse First Boston
Crowell Weedon \& Co.
Deutsche Bank
Friedman, Billings, Ramsey \& Co.
Goldman Sachs \& Co.
ISI Group
JMP Securities
JP Morgan Securities
Janney Montgomery Scott, Inc.
Jefferies \& Company
Keybanc Capital Mkts
Merrill Lynch Research
Oppenheimer
Pacific Crest Securities
Piper Jaffray
RBC Capital Markets (US)
Raymond James \& Assoc, Inc.
Robinson Humphrey Co., The
SG Securities
Sanford C Bernstein \& Co., Inc.
Smith Barney
Soleil-hudson Square Research
Stifel Nicolaus \& Co.
UBS Warburg
Wall Street Strategies
Wedbush Morgan

## Wall Street Consensus vs. Performance

For fiscal year 2011, analysts estimate that BBY will earn $\$ 3.43$. For the 1st quarter of fiscal year 2011, BBY announced earnings per share of $\$ 0.36$, representing $10 \%$ of the total annual estimate. For fiscal year 2012, analysts estimate that BBY's earnings per share will grow by $10 \%$ to $\$ 3.79$.

## Glossary

## S\&P STARS

Since January 1, 1987, Standard and Poor's Equity Research Services has ranked a universe of common stocks based on a given stock's potential for future performance. Under proprietary STARS (STock Appreciation Ranking System), S\&P equity analysts rank stocks according to their individual forecast of a stock's future total return potential versus the expected total return of a relevant benchmark (e.g., a regional index (S\&P Asia 50 Index, S\&P Europe 350 Index or S\&P 500 Index)), based on a 12-month time horizon. STARS was designed to meet the needs of investors looking to put their investment decisions in perspective.

STARS Average Annual Performance


## S\&P 12-Month Target Price

The S\&P equity analyst's projection of the market price a given security will command 12 months hence, based on a combination of intrinsic, relative, and private market valuation metrics.

## Investment Style Classification

Characterizes the stock as Growth or Value, and indicates its capitalization level. Growth is evaluated along three dimensions (earnings, sales and internal growth), while Value is evaluated along four dimensions (book-to-price, cash flow-to-price, dividend yield and sale-to-price). Growth stocks score higher than the market average on growth dimensions and lower on value dimensions. The reverse is true for Value stocks. Certain stocks are classified as Blend, indicating a mixture of growth and value characteristics and cannot be classified as purely growth or value.

## Qualitative Risk Assessment

The S\&P equity analyst's view of a given company's operational risk, or the risk of a firm's ability to continue as an ongoing concern. The Qualitative Risk Assessment is a relative ranking to the S\&P U.S. STARS universe, and should be reflective of risk factors related to a company's operations, as opposed to risk and volatility measures associated with share prices.

## Quantitative Evaluations

In contrast to our qualitative STARS recommendations, which are assigned by S\&P analysts, the quantitative evaluations described below are derived from proprietary arithmetic models. These computer-driven evaluations may at times contradict an analyst's qualitative assessment of a stock. One primary reason for this is that different measures are used to determine each. For instance, when designating STARS, S\&P analysts assess many factors that cannot be reflected in a model, such as risks and opportunities, management changes, recent competitive shifts, patent expiration, litigation risk, etc.

## S\&P Quality Ranking

Growth and stability of earnings and dividends are deemed key elements in establishing S\&P's Quality Rankings for common stocks, which are designed to capsulize the nature of this record in a single symbol. It should be noted, however, that the process also takes into consideration certain adjustments and modifications deemed desirable in establishing such rankings. The final score for each stock is measured against a scoring matrix determined by analysis of the scores of a large and representative sample of stocks. The range of scores in the array of this sample has been aligned with the following ladder of rankings:

| A+ | Highest |
| :--- | :--- |
| A | High |
| A- | Above Average |
| B+ | Average |
| NR | Not Ranked |


| B | Below Average |
| :--- | :--- |
| B- | Lower |
| C | Lowest |
| D | In Reorganization |

## S\&P Fair Value Rank

Using S\&P's exclusive proprietary quantitative model stocks are ranked in one of five groups, ranging from Group 5, listing the most undervalued stocks, to Group 1, the most overvalued issues. Group 5 stocks are expected to generally outperform all others. A positive (+) or negative (-) Timing Index is placed next to the Fair Value ranking to further aid the selection process.A stock with a (+) added to the Fair Value Rank simply means that this stock has a somewhat better chance to outperform other stocks with the same Fair Value Rank. A stock with a (-) has a somewhat lesser chance to outperform other stocks with the same Fair Value Rank. The Fair Value rankings imply the following: 5 -Stock is significantly undervalued; 4 -Stock is moderately undervalued; 3 -Stock is fairly valued; 2-Stock is modestly overvalued; 1-Stock is significantly overvalued.

## S\&P Fair Value Calculation

The price at which a stock should trade at, according to S\&P's proprietary quantitative model that incorporates both actual and estimated variables (as opposed to only actual variables in the case of S\&P Quality Ranking). Relying heavily on a company's actual return on equity, the S\&P Fair Value model places a value on a security based on placing a formula-derived price-to-book multiple on a company's consensus earnings per share estimate.

## Insider Activity

Gives an insight as to insider sentiment by showing whether directors, officers and key employees who have proprietary information not available to the general public, are buying or selling the company's stock during the most recent six months.

## Funds From Operations FFO

FFO is Funds from Operations and equal to a REIT's net income, excluding gains or losses from sales of property, plus real estate depreciation.

## Investability Quotient (IO)

The IQ is a measure of investment desirability. It serves as an indicator of potential medium-to-long term return and as a caution against downside risk. The measure takes into account variables such as technical indicators, earnings estimates, liquidity, financial ratios and selected S\&P proprietary measures.

| S\&P's IO Rationale: |  |  |
| :--- | ---: | ---: |
| Best Buy |  |  |
|  | Raw Score | Max Value |
| Proprietary S\&P Measures | 66 | 115 |
| Technical Indicators | 22 | 40 |
| Liquidity/Volatility Measures | 18 | 20 |
| Quantitative Measures | 22 | 75 |
| IQ Total | $\mathbf{1 2 8}$ | $\mathbf{2 5 0}$ |

## Volatility

Rates the volatility of the stock's price over the past year.

## Technical Evaluation

In researching the past market history of prices and trading volume for each company, S\&P's computer models apply special technical methods and formulas to identify and project price trends for the stock.

## Relative Strength Rank

Shows, on a scale of 1 to 99 , how the stock has performed versus all other companies in S\&P's universe on a rolling 13 -week basis.

Global Industry Classification Standard (GICS)
An industry classification standard, developed by Standard \& Poor's in collaboration with Morgan Stanley Capital International (MSCI). GICS is currently comprised of 10 Sectors, 24 Industry Groups, 68 Industries, and 154 Sub-Industries.

## S\&P Issuer Credit Rating

A Standard \& Poor's Issuer Credit Rating is a current opinion of an obligor's overall financial capacity (its creditworthiness) to pay its financial obligations. This opinion focuses on the obligor's capacity and willingness to meet its financial commitments as they come due. It does not apply to any specific financial obligation, as it does not take into account the nature of and provisions of the obligation, its standing in bankruptcy or liquidation, statutory preferences, or the legality and enforceability of the obligation. In addition, it does not take into account the creditworthiness of the guarantors, insurers, or other forms of credit enhancement on the obligation. The Issuer Credit Rating is not a recommendation to purchase, sell, or hold a financial obligation issued by an obligor, as it does not comment on market price or suitability for a particular investor. Issuer Credit Ratings are based on current information furnished by obligors or obtained by Standard \& Poor's from other sources it considers reliable. Standard \& Poor's does not perform an audit in connection with any Issuer Credit Rating and may, on occasion, rely on unaudited financial information. Issuer Credit Ratings may be changed, suspended, or withdrawn as a result of changes in, or unavailability of, such information, or based on other circumstances.

## Exchange Type

ASE - American Stock Exchange; NNM - Nasdaq National Market; NSC - Nasdaq SmallCap; NYSE - New York Stock Exchange; BB - OTC Bulletin Board; OT -Over-the-Counter; TO - Toronto Stock Exchange.

## S\&P Equity Research Services

Standard \& Poor's Equity Research Services U.S includes Standard \& Poor's Investment Advisory Services LLC; Standard \& Poor's Equity Research Services Europe includes Standard \& Poor's LLC-London; Standard \& Poor's Equity Research Services Asia includes Standard \& Poor's LLC's offices in Hong Kong, Singapore and Tokyo, Standard \& Poor's Malaysia Sdn Bhd, and Standard \& Poor's Information Services (Australia) Pty Ltd.

## Abbreviations Used in S\&P Equity Research Reports

 CAGR- Compound Annual Growth Rate; CAPEX- Capital Expenditures; CY- Calendar Year; DCF- Discounted Cash Flow; EBIT- Earnings Before Interest and Taxes; EBITDAEarnings Before Interest, Taxes, Depreciation and Amortization; EPS- Earnings Per Share; EV- Enterprise Value; FCF- Free Cash Flow; FFO- Funds From Operations; FY- Fiscal Year; P/E- Price/Earnings ; PEG Ratio-P/E-to-Growth Ratio; PV- Present Value; R\&D- Research \& Development; ROE- Return on Equity; ROI- Return on Investment; ROIC- Return on Invested Capital; ROAReturn on Assets; SG\&A- Selling, General \& Administrative Expenses; WACC- Weighted Average Cost of CapitalDividends on American Depository Receipts (ADRs) and American Depository Shares (ADSs) are net of taxes (paid in the country of origin).

## Required Disclosures

## S\&P Global STARS Distribution

In North America: As of June 30, 2010, research analysts at Standard \& Poor's Equity Research Services U.S. have recommended $38.2 \%$ of issuers with buy recommendations, $52.2 \%$ with hold recommendations and $9.6 \%$ with sell recommendations.

In Europe: As of June 30, 2010, research analysts at Standard \& Poor's Equity Research Services Europe have recommended $35.7 \%$ of issuers with buy recommendations, $40.7 \%$ with hold recommendations and $23.6 \%$ with sell recommendations.

In Asia: As of June 30, 2010, research analysts at Standard \& Poor's Equity Research Services Asia have recommended $45.3 \%$ of issuers with buy recommendations, $48.3 \%$ with hold recommendations and $6.4 \%$ with sell recommendations.

Globally: As of June 30, 2010, research analysts at Standard \& Poor's Equity Research Services globally have recommended $38.4 \%$ of issuers with buy recommendations, $49.8 \%$ with hold recommendations and $11.8 \%$ with sell recommendations.
$\star \star \star \star \star$ 5-STARS (Strong Buy): Total return is expected to outperform the total return of a relevant benchmark, by a wide margin over the coming 12 months, with shares rising in price on an absolute basis.
$\star \star \star \star \star$ 4-STARS (Buy): Total return is expected to outperform the total return of a relevant benchmark over the coming 12 months, with shares rising in price on an absolute basis
$\star \star \star \star \star$ 3-STARS (Hold): Total return is expected to closely approximate the total return of a relevant benchmark over the coming 12 months, with shares generally rising in price on an absolute basis.
$\star \star \star \star \star$ 2-STARS (Sell): Total return is expected to underperform the total return of a relevant benchmark over the coming 12 months, and the share price not anticipated to show a gain.
$\star \star \star \star \star$ 1-STARS (Strong Sell): Total return is expected to underperform the total return of a relevant benchmark by a wide margin over the coming 12 months, with shares falling in price on an absolute basis.

Relevant benchmarks: In North America the relevant benchmark is the S\&P 500 Index, in Europe and in Asia, the relevant benchmarks are generally the S\&P Europe 350 Index and the S\&P Asia 50 Index.

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This investment analysis was prepared from the following sources: S\&P MarketScope, S\&P Compustat, S\&P Industry Reports, I/B/E/S International, Inc.; Standard \& Poor's, 55 Water St., New York, NY 10041.


[^0]:    Data as orig reptd.; bef. results of disc opers/spec. items. Per share data adj. for stk. divs.; EPS diluted. E-Estimated. NA-Not Available. NM-Not Meaningful. NR-Not Ranked. UR-Under Review.

[^1]:    A company's earnings outlook plays a major part in any investment decision. Standard \& Poor's organizes the earnings estimates of over 2,300 Wall Street analysts, and provides their consensus of earnings over the next two years. This graph shows the trend in analyst estimates over the past 15 months.

