



# Financial Tear Sheet

## Corporate Profile

Graco Inc. supplies technology and expertise for the management of fluids and coatings in both industrial and commercial applications. It designs, manufactures and markets systems and equipment to move, measure, control, dispense and spray fluid and powder materials. A recognized leader in its specialties, Minneapolis-based Graco serves customers around the world in the manufacturing, processing, construction and maintenance industries. The Company's products help customers solve difficult manufacturing problems, increase productivity, improve quality, conserve energy, save expensive material, control environmental emissions, and reduce labor costs. Graco was founded in 1926 and is headquartered in Minneapolis, Minnesota USA. Today, it is a global company with regional headquarters in Belgium, China, and Uruguay, with production and distribution centers located worldwide.

Graco Inc. became a public company in 1969 and trades on the New York Stock Exchange under the GGG symbol.

## Investor Relations Contacts

Christian Rothe  
Chief Financial Officer &  
Treasurer

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Investor Relations  
Coordinator

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## Stock Performance

### GGG (Common Stock)

|                                  |                       |
|----------------------------------|-----------------------|
| Exchange                         | NYSE (US Dollar)      |
| Price                            | <b>\$127.96</b>       |
| Change (%)                       | <b>▲ 2.00 (1.59%)</b> |
| Volume                           | 271,228               |
| 52 Week Low                      | \$72.88               |
| Market Cap                       | \$7,165,248,160       |
| Rolling EPS                      | 1.55                  |
| PE Ratio                         | 82.5548               |
| Shares Outstanding               | 55,996,000            |
| Data as of 10/20/17 4:02 p.m. ET |                       |



## Recent Headlines & Events

10/04/17 - 11:01 a.m.

[Graco Inc. Announces Third Quarter 2017 Earnings Conference Call](#)

09/22/17 - 11:28 a.m.

[Graco Announces Regular Quarterly Dividend](#)

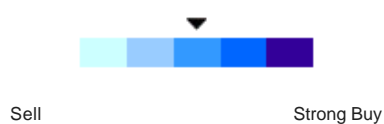
09/22/17 - 11:00 a.m.

[Graco Launches Reciprocating LubePro Oil and Grease Pump](#)

| Date                   | Title                                                  |
|------------------------|--------------------------------------------------------|
| 10/25/17               | <b>Q3 2017 Graco Earnings Release</b>                  |
| 10/25/17               | <b>Q3 2017 Graco Earnings Release</b>                  |
| 10/26/17 10:00 a.m. CT | <a href="#">Q3 2017 Graco Earnings Conference Call</a> |
| 01/29/18               | <b>Q4 2017 Graco Earnings Release</b>                  |

## Analyst Estimates / Ratings

Mean Recommendation: **3.0**



| EPS Trend |        |         |             |             |
|-----------|--------|---------|-------------|-------------|
|           |        | Current | 30 Days Ago | 90 Days Ago |
| QTR       | Sep 17 | 1.06    | 1.05        | 1.00        |
| QTR       | Dec 17 | 1.04    | 1.04        | 1.01        |
| QTR       | Mar 18 | 1.07    | 1.08        | 1.06        |
| QTR       | Jun 18 | 1.26    | 1.26        | 1.15        |
| FY        | Dec 17 | 4.54    | 4.53        | 4.13        |
| FY        | Dec 18 | 4.62    | 4.60        | 4.44        |

## SEC Filings

| Filing Date | Form              |
|-------------|-------------------|
| 10/03/17    | <a href="#">4</a> |
| 10/02/17    | <a href="#">4</a> |
| 10/02/17    | <a href="#">4</a> |
| 10/02/17    | <a href="#">4</a> |

## Corporate Governance

|                                      |                                                              |
|--------------------------------------|--------------------------------------------------------------|
| <a href="#">Patrick J. McHale</a>    | President and Chief Executive Officer                        |
| <a href="#">David M. Ahlers</a>      | Vice President, Human Resources and Corporate Communications |
| <a href="#">Caroline M. Chambers</a> | Vice President, Corporate Controller and Information Systems |
| <a href="#">Mark D. Eberlein</a>     | Vice President and General Manager, Process Division         |
| <a href="#">Karen Park Gallivan</a>  | Vice President, General Counsel and Secretary                |
| <a href="#">Dale D. Johnson</a>      | President, Worldwide Contractor Equipment Division           |
| <a href="#">Jeffrey P. Johnson</a>   | Vice President and General Manager, EMEA                     |
| <a href="#">David M. Lowe</a>        | Executive Vice President, Industrial Products Division       |

[Bernard J. Moreau](#) Vice President and General Manager, South and Central America

[Peter J. O'Shea](#) Vice President and General Manager, Lubrication Equipment Division

[Charles L. Rescorla](#) Vice President, Corporate Manufacturing, Distribution Operations and Corporate Development

[Christian E. Rothe](#) Chief Financial Officer and Treasurer

[Mark W. Sheahan](#) Vice President and General Manager, Applied Fluid Technologies Division

[Brian J. Zumbolo](#) Vice President and General Manager, Asia Pacific

## Ownership Summary

### [Shareholders](#)

|             | <b>Holders</b> | <b>Value (\$MM)</b> | <b>% O/S</b> | <b>Shares</b> |
|-------------|----------------|---------------------|--------------|---------------|
| Institution | 495            | 5,570.44            | 90.7         | 50,758,092    |
| Mutual Fund | 457            | 2,792.95            | 44.0         | 24,640,952    |
| Insider *   | 19             | 80.63               | 1.4          | 762,413       |

\*Insider values reflect direct beneficial ownership.

### [Top Holders](#)

|                                                   | <b>Shares Held</b> | <b>% O/S</b> | <b>Share Change</b> | <b>Filing Date</b> |
|---------------------------------------------------|--------------------|--------------|---------------------|--------------------|
| The Vanguard Group, Inc.                          | 4,991,585          | 8.9          | 104,725             | 06/30/17           |
| BlackRock Institutional Trust Company, N.A.       | 4,104,720          | 7.3          | 33,094              | 06/30/17           |
| Mairs and Power, Inc.                             | 3,077,492          | 5.5          | -315,161            | 06/30/17           |
| Fiera Capital Corporation                         | 2,765,558          | 4.9          | 208,300             | 06/30/17           |
| T. Rowe Price Associates, Inc.                    | 2,342,685          | 4.2          | -395,864            | 06/30/17           |
| Kayne Anderson Rudnick Investment Management, LLC | 1,987,699          | 3.6          | -36,939             | 06/30/17           |
| Gabelli Funds, LLC                                | 1,633,263          | 2.9          | -70,483             | 06/30/17           |
| Atlanta Capital Management Company, L.L.C.        | 1,604,049          | 2.9          | -853,162            | 06/30/17           |
| State Street Global Advisors (US)                 | 1,459,743          | 2.6          | -5,847              | 06/30/17           |
| Alecta pensionsförsäkring, ömsesidigt             | 1,200,000          | 2.1          | -32,800             | 06/30/17           |

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