



**Willamette Management Associates**

8600 West Bryn Mawr Avenue, Suite 950  
Chicago, Illinois 60631  
773 • 399 • 4300/(Fax) 773 • 399 • 4310

For Immediate Release

CONTACT  
Hale Chan  
Willamette Management Associates  
(773) 399-4339  
htchan@willamette.com

April 2004  
**Shareholders Pay a Price Premium for Voting Privileges— Figure Quantified**

CHICAGO-A new study indicates that shareholders pay an average premium of approximately 6.5 percent for voting privileges related to the common shares of a public corporation. According to a national survey of 28 multiple common stock class corporations conducted by Willamette Management Associates, an independent valuation consulting, economic analysis, and financial advisory firm, the mean for the premium for voting rights (PVR) was 6.5 percent and the median was 2.8 percent.

"Financial analysts use the results of voting rights studies to assign value to multiple classes of stock of privately held companies. This study provides these analysts with a more current indication of the value of voting rights and examines various factors that affect the premium paid for voting rights," says Pamela Garland, senior manager at Willamette Management Associates, who developed the study. Garland notes that the study results are consistent with previous similar studies of U.S. corporations on domestic stock exchanges.

Additional findings from the Willamette Management The Discount for Lack of Voting Rights/Premium for Voting Rights Study include:

The study indicates that as the size of the subject company increases, the value of voting rights represents a smaller percentage of total common equity value outstanding.

The mean PVR for companies traded on the Nasdaq Stock Market was the lowest of the three stock exchanges. The mean PVR of the Nasdaq companies was 4.0 percent and the median PVR of the Nasdaq companies was 1.2 percent. The New York Stock Exchange and American Stock Exchange companies had a similar mean PVR, with 8.0 percent and 8.8 percent, respectively. The New York Stock Exchange companies had a median PVR of 2.8 percent and American Stock Exchange companies had a median PVR of 7.1 percent.

To order a copy of the complete survey or if you have any questions, please contact Pam Garland at (773) 399-4323 or by e-mail at pgarland@willamette.com

About the Survey

The Willamette Management The Discount for Lack of Voting Rights/Premium for Voting Rights Study had the following principal research objectives: to quantify the market-derived price discount related to the lack of voting rights (or inferior voting rights) of common shares, to quantify the market-derived price premium related to the voting rights associated (or superior voting rights) of common shares, and to quantify the value of voting rights alone as a percent of the total bundle of legal rights associated with common stock ownership.

The study also considered the principal industry of the subject company. The principal industry was determined using the SIC code. The multiple stock class corporations included companies in the following industries: (1) manufacturing; (2) transportation, communications, electric gas, and sanitary services; (3) retail trade; (4) finance, insurance, and real estate; and (5) services.

The study incorporated December 31, 1999, as the analysis date-which is still the most current study for research of this type. This date was selected because: it includes most of the stock price "irrational exuberance" of the late 1990s and early 2000s,

it is the last calendar year end before the dot-com and general stock market price increase "bubble" burst, and after the stock market "bubble" burst in 2000, the market experienced a severe price correction period through most of 2002.

#### About Willamette Management Associates

Founded in 1969, Willamette Management Associates is recognized as a premier professional services firm working in the disciplines of business valuation and security analysis, intangible asset and intellectual property appraisal, forensic accounting, investment analysis, economic analysis, and financial advisory services. With offices in Chicago; New York; Arlington, Virginia; Atlanta; San Francisco, and Portland, Oregon, we serve clients nationwide.