



# TAGLICH BROTHERS

The Standard of Excellence in the Microcap Market

Member: FINRA, SIPC

## Earnings Note

*Investors should consider this report as only a single factor in making their investment decision.*

**UFP Technologies, Inc.**

**Rating: Speculative Buy**

John Nobile

**UFPT \$6.08 — (Nasdaq CM)**

March 6, 2008

UFP Technologies is a designer and manufacturer of a broad range of high performance cushion packaging and molded fiber products and specialty foam and plastic products. These products are custom designed and fabricated or molded to provide protection for fragile and valuable items, and are sold primarily to original equipment manufacturers in the computer, electronics, automotive, medical/pharmaceutical and industrial markets. ([www.ufpt.com](http://www.ufpt.com))

On March 6, 2008, UFP Technologies reported FY2007 fourth quarter results. The following table compares these results to Taglich Brothers' estimates (in thousands).

	<u>Q4(12/07)A</u>	<u>Q4(12/07)E</u>
<b>Net sales</b>	<b>\$ 25,465</b>	<b>\$ 23,200</b>
Cost of sales	<u>18,342</u>	<u>17,400</u>
Gross profit	7,123	5,800
<i>Gross Margin</i>	27.97%	25.00%
SG&A	<u>4,139</u>	<u>4,000</u>
Operating income	2,984	1,800
<i>Operating Margin</i>	11.72%	7.76%
Interest expense, other income & expenses	<u>(82)</u>	<u>(100)</u>
Income before taxes	2,902	1,700
Income tax (benefit)	<u>1,125</u>	<u>646</u>
<i>Tax rate</i>	38.77%	38.00%
<b>Net Income / (Loss)</b>	<b>\$ 1,777</b>	<b>\$ 1,054</b>
<b>Basic EPS</b>	<b>\$ 0.33</b>	<b>\$ 0.20</b>
<b>Diluted EPS</b>	<b>\$ 0.30</b>	<b>\$ 0.18</b>
Basic Shares Outstanding	5,375	5,375
Diluted Shares Outstanding	6,022	5,925
<u>Percent of Revenue</u>		
Cost of goods sold	72.03%	75.00%
SG&A	16.25%	17.24%
<u>Year / Year Growth</u>		
Total Revenues	9.12%	-0.59%
Net Income	110.30%	24.73%
EPS	101.53%	19.54%

*\* Please view our disclaimer located on page 5.*

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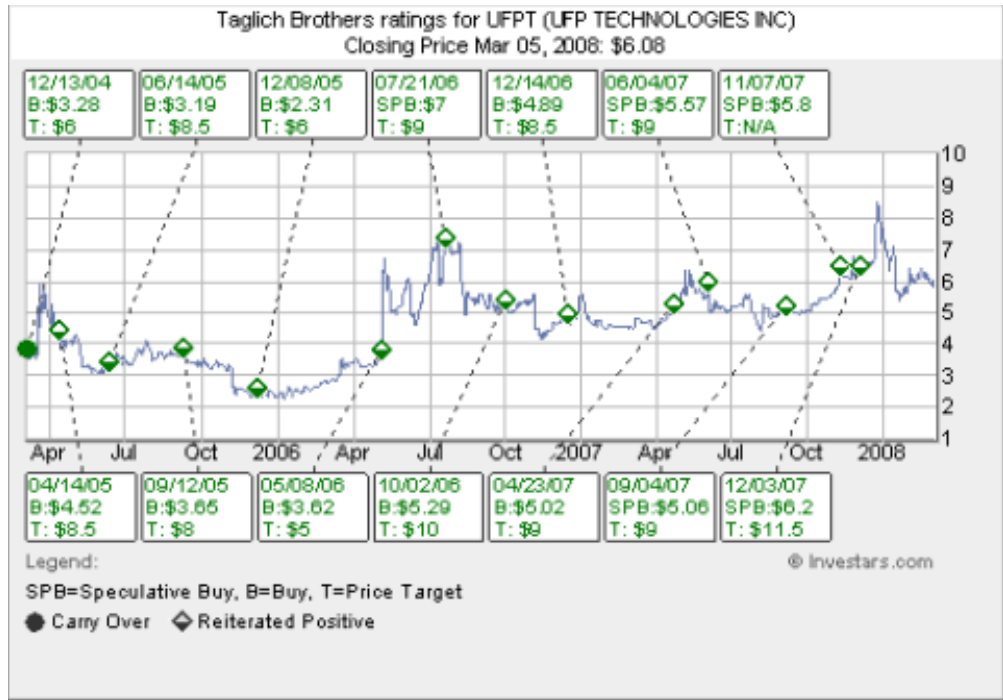
[www.taglichbrothers.com](http://www.taglichbrothers.com)

**Earnings Comment:** Top and bottom line results surpassed our expectations. The higher than anticipated revenue resulted in gross margins of 28% which helped boost the bottom line. SG&A expenses were moderately higher than we projected but lower on a percent of sales basis.

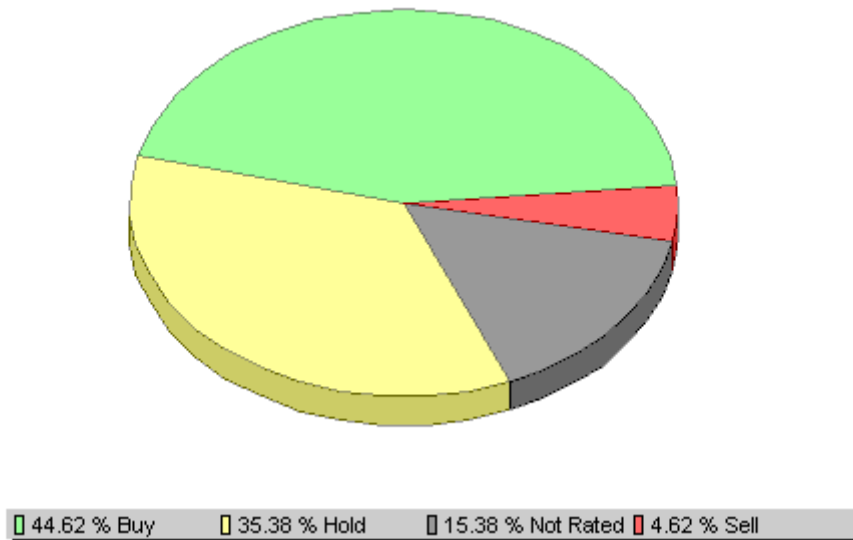
**Rating:** We are maintaining our Speculative Buy rating on UFP Technologies.

**Risks:** Please review our latest research report (December 3, 2007) for a summary of the principal risks underlying the stock.

UFP Technologies, Inc.



Taglich Brothers Current Ratings Distribution



Investment Banking Services for Companies Covered in the Past 12 Months		
Rating	#	%
Buy	0	0.00%
Hold	2	9.52%
Sell	0	0.00%
Not Rated	0	0.00%

### Meaning of Ratings

#### Buy

We believe the Company is undervalued relative to its market and peers. We believe its risk reward ratio strongly advocates purchase of the stock relative to other stocks in the marketplace. Remember, with all equities there is always downside risk.

#### Speculative Buy

We believe that the long run prospects of the Company are positive. We believe its risk reward ratio advocates purchase of the stock. We feel the investment risk is higher than our typical “buy” recommendation. In the short run, the stock may be subject to high volatility and continue to trade at a discount to its market.

#### Neutral

We will remain neutral pending certain developments.

#### Underperform

We believe that the Company may be fairly valued based on its current status. Upside potential is limited relative to investment risk.

#### Sell

We believe that the Company is significantly overvalued based on its current status. The future of the Company's operations may be questionable and there is an extreme level of investment risk relative to reward.

### **Some notable Risks within the Microcap Market**

**Stocks in the Microcap segment of the market have many risks that are not as prevalent in Large-cap, Blue Chips or even Small-cap stocks. Often it is these risks that cause Microcap stocks to trade at discounts to their peers. The most common of these risks is liquidity risk, which is typically caused by small trading floats and very low trading volume which can lead to large spreads and high volatility in stock price. In addition, Microcaps tend to have significant company specific risks that contribute to lower valuations. Investors need to be aware of the higher probability of financial default and higher degree of financial distress inherent in the microcap segment of the market.**

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From time to time our analysts may choose to withhold or suspend a rating on a company. We continue to publish informational reports on such companies; however, they have no ratings or price targets. In general, we will not rate any company that has too much business or financial uncertainty for our analysts to form an investment conclusion, or that is currently in the process of being acquired.

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**I, John Nobile, the research analyst of this report, hereby certify that the views expressed in this report accurately reflect my personal views about the subject securities and issuers; and that no part of my compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in this report.**