

HERE COME CHINESE CARS | THE LOWDOWN ON PODCASTS

The McGraw-Hill Companies

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# 100 Growth

The **100**  
Best Small  
Companies

# Hot Growth Companies

**TO WIN A POSITION IN THIS TABLE**, a company must excel in three ways. The selection process begins by ranking companies according to their three-year results in sales growth, earnings growth, and return on invested capital. The ranks in the table are calculated from these numbers. A company's composite rank is the sum of 0.5 times its rank in return on total capital plus 0.25 times its sales- and profit-growth ranks.

**COMPANIES WERE DRAWN** from Standard & Poor's COMPUSTAT database of more than 10,000 publicly traded corporations. To qualify, a company must have annual sales of more than \$50 million and less than \$1.5 billion, a current market value greater than \$25 million, a current stock price of at

least \$5, and be actively traded. Banks, insurers, real estate firms, and utilities are excluded. So are companies with declines in current financial results or in stock price, as well as companies where other developments raise questions about future performance.

**SALES AND EARNINGS** are the latest figures available through the most recent 12 months. Earnings include net income from continuing operations before gains or losses from extraordinary items.

**INCREASES IN SALES AND PROFITS** are calculated using the least-squares method. If results for the earliest year are negative or not available, the average is for two years.

**RETURN ON CAPITAL** is earnings expressed as a percent of total debt and equity. For ranking purposes, the maximum allowable annual return on invested capital is 100%. If companies have made substantial accounting restatements, long-term returns may be averaged for two years instead of three years.

**TIME PERIODS VARY** according to the month of a company's fiscal yearend. Profitability and growth are calculated based on the most recently available data.

**STOCK PRICE DATA** are as of April 29, 2005.

A ● indicates that a company also appeared in last year's rankings (BW—June 7, 2004).

COMPANY (STOCK SYMBOL)	CURRENT RESULTS		THREE-YEAR AVERAGES			INVESTMENT DATA			
	SALES \$ MIL.	EARNINGS \$ MIL.	INCREASE (%) SALES	PROFITS	RETURN ON CAPITAL	STOCK PRICE		P-E RATIO	MARKET VALUE \$ MIL.
52-WEEK HIGH - LOW									
RECENT									
1 Cogent (COGT) South Pasadena, Calif. 626 799-8090 Systems for capturing and analyzing fingerprints	108.1	48.1	89.4	332.3	28.1	38 - 16	23	37	1818
2 Tessera Technologies (TSRA) San Jose, Calif. 408 894-0700 Semiconductor packaging for electronic devices	87.5	66.9	38.4	200.5	29.4	46 - 16	27	19	1120
3 USANA Health Sciences (USNA) Salt Lake City 801 954-7100 ● Health and personal-care products sold by self-employed vendors	287.6	33.5	35.2	141.4	49.8	53 - 24	41	25	783
4 Palomar Medical Technologies (PMTI) Burlington, Mass. 781 993-2300 Laser and light technology for aesthetic procedures	58.7	13.0	45.6	1551.2	20.2	31 - 13	22	31	376
5 Aéropostale (ARO) New York 646 485-5398 ● Clothing stores carrying teen fashions	964.2	84.1	45.4	95.0	29.6	35 - 22	28	19	1546
6 Mannatech (MTX) Coppell, Tex. 972 471-7400 Nutritional and personal-care products	294.5	19.6	32.1	221.8	24.0	26 - 9	20	28	536
7 W&T Offshore (WTI) Houston 713 626-8525 Offshore petroleum exploration, drilling	508.7	149.5	50.5	93.6	22.1	22 - 18	20	9	1055
8 Design Within Reach (DWRI) San Francisco 415 676-6500 Home furnishings sold online, through catalogs, and in showrooms	120.6	3.7	43.9	120.5	20.3	19 - 13	15	53	197
9 Kanbay International (KBAY) Rosemont, Ill. 847 384-6100 Info tech services for creditors, banks, insurers, and others	199.1	30.2	37.1	138.2	19.1	32 - 13	18	21	593
10 Laserscope (LSCP) San Jose, Calif. 408 943-0636 Laser-surgery systems for doctors and hospitals	103.2	17.5	38.2	575.5	15.6	37 - 15	32	41	696
11 Central European Distribution (CEDC) Bala Cynwyd, Pa. 610 660-7817 ● Importer and distributor of beer, wine, and spirits in Poland	580.7	21.8	48.0	102.7	17.3	40 - 18	37	28	613
12 World Air Holdings (WLDA) Peachtree City, Ga. 770 632-8000 Air transport for passengers and cargo	503.9	25.6	17.3	254.1	27.1	8 - 3	7	6	109
13 Reliv International (RELV) Chesterfield, Mo. 636 537-9715 ● Nutritional supplements, foods, and skin products	97.0	5.4	22.4	149.7	23.9	12 - 6	10	32	164
14 Cognizant Technology Solutions (CTSH) Teaneck, N.J. 201 801-0233 ● Offshore outsourcing for tech services	648.6	112.4	50.0	65.4	19.8	49 - 20	42	54	5637
15 Chico's FAS (CHS) Fort Myers, Fla. 239 277-6200 ● Retailer of women's fashions and accessories	1066.9	141.2	41.6	49.6	26.1	30 - 17	26	33	4587
16 Portfolio Recovery Associates (PRAA) Norfolk, Va. 888 772-7326 It collects on defaulted debt	123.9	30.4	51.9	60.5	18.1	43 - 24	36	19	557
17 NETGEAR (NTGR) Santa Clara, Calif. 408 907-8000 Computer networks for households and small businesses	403.7	27.2	25.8	69.8	23.0	19 - 9	16	19	507
18 Biosite (BSTE) San Diego 858 455-4808 Medical diagnostic products	259.1	46.3	56.0	83.5	14.7	64 - 36	57	22	936