Stock Selection and Analysis

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OLLI
October 2020

Disclaimer

- This presentation is for general education regarding stock selection and analysis purposes
- Any stock discussed is for illustration purposes only and <u>NOT</u> a recommendation to buy or sell
- Decisions on buying or selling stocks should be discussed with certified financial planners, brokers, or other financial professionals

Focus Areas

Selection

Terminology

Investing Alternatives

Where to Start

Use What You Know

Available Resources

Available Tools

Stock Screening

Analysis

Stock Fundamentals

Profiling

Valuation Analysis

Stock Comparison

Analysts Research

Making Sense of it All

When to sell?

Terminology

- P/E_{TTM}: Price to Earnings Ratio (Trailing Twelve Months)
- Forward P/E: Projected P/E (next 12 months)
- PEG: P/E Compared to Forecasted Growth
- Valuation: Stock Value, is it Expensive? Cheap?
- Cash Flow (CF): Operating Cash produced by the Business (net)
- Free Cash Flow (FCF): Operating Cash Flow Capital Expenditures
- PCF: Price to Cash Flow Ratio
- PCF/G: PCF Compared to <u>Forecasted</u> Growth
- Beta: Stock Volatility Compared to the S&P
- Put: Option to Sell
- Call: Option to Buy
- Put/Call Ratio: Measures Investor Sentiment; >1 → Negative, <1 → Positive
- Short: Selling Stock You Don't Own huh???
- Short Interest: % Stock Sold Short/Total Outstanding Shrs (sentiment)
- MRFY: Most Recent Fiscal Year
- FYF: Full Year Forecast
- MRQ: Most Recent Quarter
- ETF: Exchange Traded Fund

Stock Investing Alternatives

- Beginners → Index mutual funds, ETFs (e.g. S&P, Total Market)
 - broadly diversified
 - lower risk
 - lower cost
- Over Time → Sector-based mutual funds, ETFs (tech, consumer, Intl, etc.)
 - Less diversified
 - increasing risk
 - Increasing cost (managed)
- Experienced Investors (with high risk tolerance) → Individual Stocks
 - higher risk
 - basis of <u>this</u> presentation

Stock Selection

Stock Selection ... Where to Start?

- The Beginning ...
 - is a very good place to start
- Start with What You Know (Peter Lynch)
 - Where Do You Shop?
 - > Costco
 - > Kohls
 - Nordstroms
 - > Coach
 - > Staples
 - ➤ Home Depot
 - > Amazon
 - > Walmart
 - What Restaurants Do You Most Frequent? (outdoors, take-out?)
 - Paneras
 - Chipolte
 - Mcdonalds
 - Yum (KFC, Pizza Hut, Taco Bell)



Other Stock Ideas

Things You Use Every Day?

- Phone (Apple, Samsung, Google)
- Computer (Dell, HP, Apple)
- Electricity (Con Ed, Duke Power, Dominion)
- Online Shopping (Amazon, Walmart, Target)



"Expert" Sources

- The Talking Heads
 - > CNBC
 - > Bloomberg
 - Walls Street Week (back in the day)



Available Resources

Investment News Letter

- The Motley Fool
- Kiplinger
- Bloomberg
- The Street

Online Tools

- Stock Screeners
- Retirement Estimators
 - > Schwab
 - > Fidelity

Other Financial Resources

- Fairfax County Library
 - > Morningstar
 - > Value Line



Library Resources



Search - Didn't Find It? - My Account - Library Info - Library Services - Help -

My Account

SHERMAN, SY

My Record

Items Out

Holds

Fines & Fees

eBooks / eAudio / eMagazines

- · eBooks and eAudio
- · Always-Available eAudiobooks
- eMagazines
- · Guide to Using eBooks

Research Center

- All Databases
- Research Guides
- Grants center

Library Community

- Volunteering
- · Library Foundation

Name:

Barcode:

Username:

Registered at:

Patron code:

Date of original registration: Expiration date:

Last activity date:

SHERMAN, SY

SHERIVIAN, ST

[None]

Reston Regional Library

Adult

11/13/2004

11/7/2021

9/20/2020

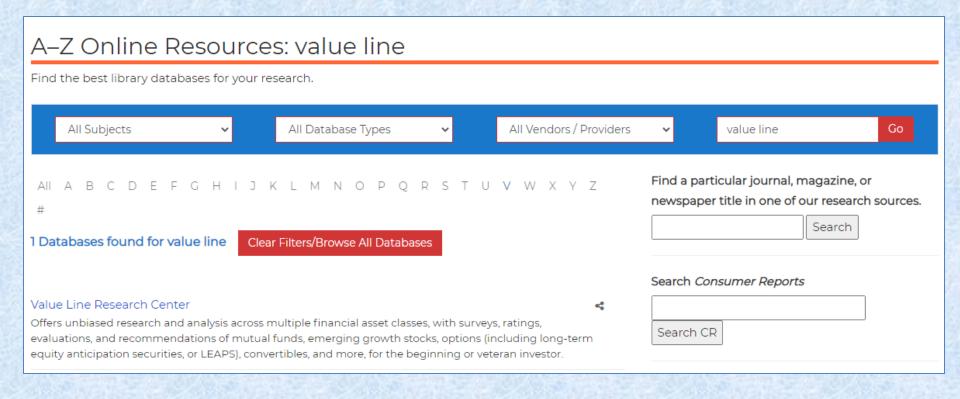
- Morningstar
- •Value Line
- others

10/9/2020

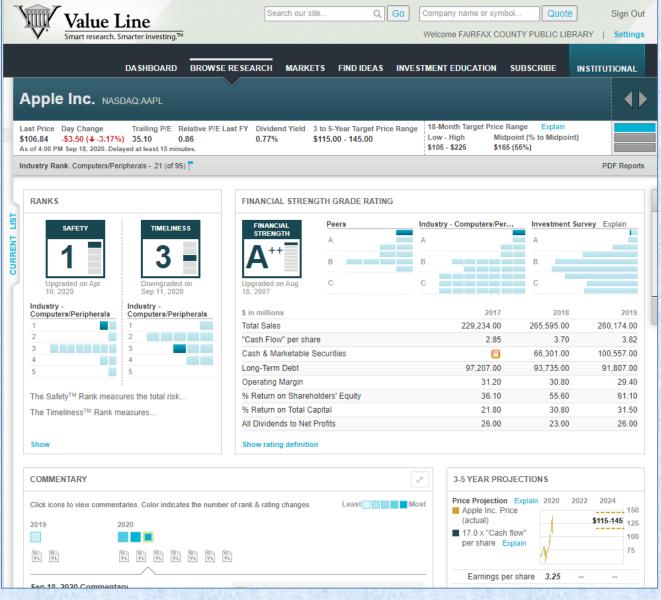
Stock Selection

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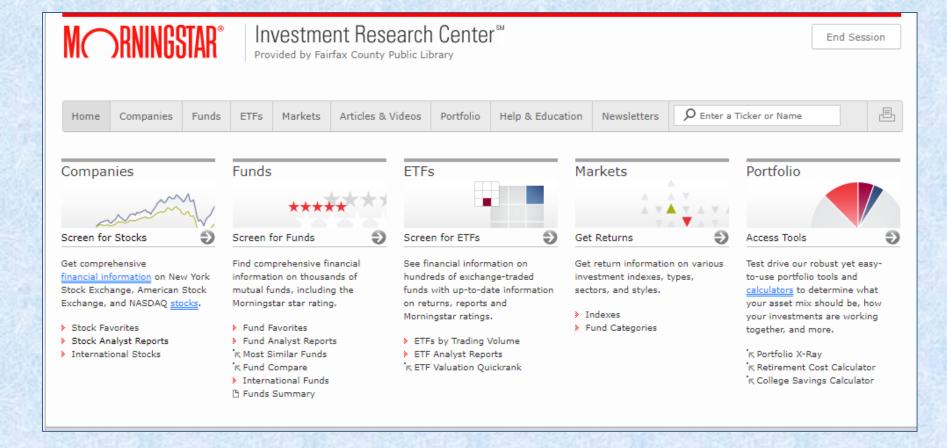
Fairfax Library Resources



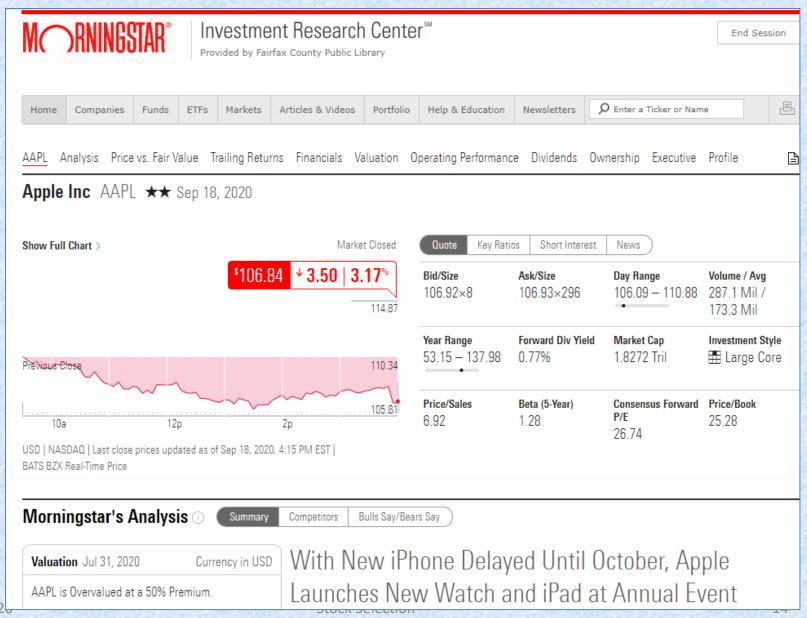
Value Line Research



Morningstar @ Library



Morningstar Stock Research



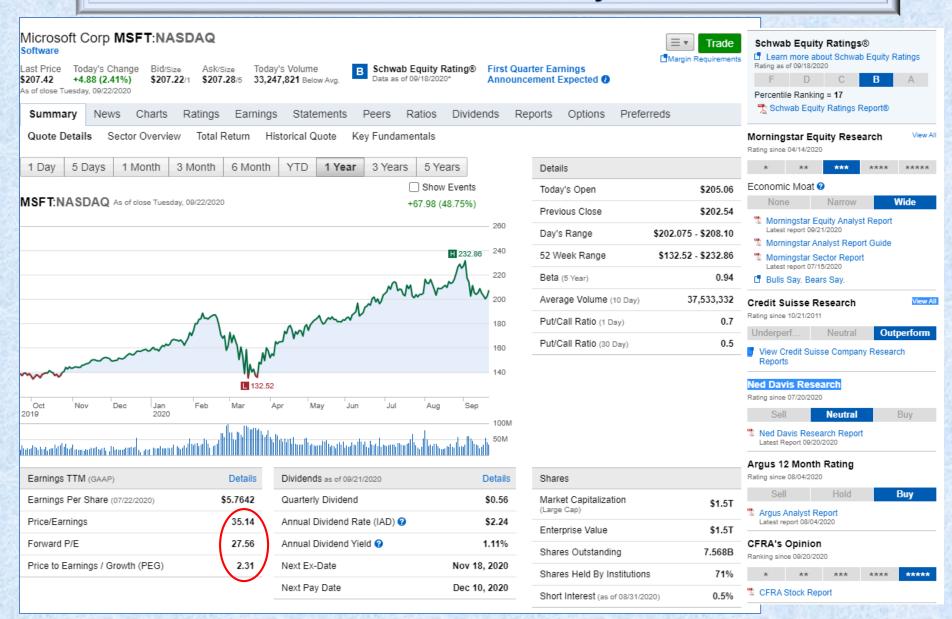
Morningstar – Apple Financials



Charles Schwab Resource

- Stock Profiling
- Stock Rating
- Analyst Reports
- Stock Screening
- Stock Comparisons

Schwab MSFT Profile



MSFT - CFRA (S&P) Rating

Stock Report | September 19, 2020 | NasdaqGS Symbol: MSFT | MSFT is in the S&P 500

Microsoft Corporation

Recommendation STRONG BUY \star \star \star \star

USD 200.39 (as of market close Sep 18

12-Mo. Target Price Report Currency 2020) USD 254.00

Investment Style Large-Cap Growth

CFRA

Equity Analyst John Freeman

GICS Sector Information Technology Sub-Industry Systems Software

Summary Microsoft is the world's largest software company. It is best known for Windows and Office and is rapidly expanding into cloud services such as Azure.

Key Stock Statistics (Source: CFRA, S&P Global Market Intelligence (SPGMI), Company Reports)

52-Wk Range USD 23:	L.65 - 134.65	Oper.EPS2021 E
Trailing 12-Month EPS	USD 5.76	Oper.EPS2022 E
Trailing 12-Month P/E	34.79	P/E on Oper.EPS2021E
\$10K Invested 5 Yrs Ago	\$ 50,710.0	Common Shares Outstg.[

28.79 [M] **7,571.00**

Market Capitalization[B] USD 1516.48 Yield [%] Dividend Rate/Share Institutional Ownership [%]

1.12 3-vr Proj. EPS CAGR[%] USD 2.24 SPGMI's Quality Ranking 72.0

Analyst's Risk Assessment

Our risk assessment balances our view of the company's leading global franchises, Windows, Office, SQL-Server, X-

Box, and LinkedIn, considerable growth and success in cloud with "365" applications and Azure, and balancesheet strength, with challenges related to PC growth. disruption from mobile computing, and MSFT's sheer size

0.90

Improving Margins

- HW % of Rev.
- Cloud Services



Source: CFRA, S&P Global Market Intelligence

Past performance is not an indication of future performance and should not be relied upon as such. Analysis prepared by John Freeman on Jul 28, 2020 11:48 AM ET, when the stock traded at USD 201.35.

Highlights

- ► We forecast a 3-year revenue CAGR of 14%, driven primarily by: 1] Azurecloud - we estimate at 14% of FY 20 (Jun.) revenue and set to grow 45%+ annually through '22 as enterprises move more legacy apps move to the cloud, especially those built on MSFT's .NET framework; 2) Office - about 22% of revenue, benefiting from the cloud shift tailwind kicking in now that SaaS (Office 365) is 2x license/support revenue; 3) LinkedIn - about 7% of revenue, projected to grow 15%+ through '23 with new services, monetization strategies, and opportunities for ad revenue; 4) Xbox - consoles and related video game content and services, we estimate at 9% of revenue, with growth accelerating to 20%+ through '22 due to higher demand and engagement due to people sheltering at home and refreshed console hardware set to ship in
- ▶ We see gross and operating margins improving to 72% and 45%, respectively, by '22, as hardware decreases as a percentage of revenue

Investment Rationale/Risk

- ► Our Strong Buy is primarily based on MSFT's continued success in all of its cloud-based businesses, including SaaS (i.e., "365") versions of Office, Dynamics, SharePoint, Teams, as well as Azure cloud services, LinkedIn, Bing, and Xbox-Live -- the sum of which now close to 60% of MSFT revenue. As cloud grows, MSFT is likely to reap greater scale efficiencies with operating margin expanding from 37% in '20 to 45% by '23. Our Strong Buy is secondarily based on the stability of Windows and the expanding profitability of that cash cow franchise. Last but not least, we note strong early positions in emerging areas with tremendous upside such as Al/cognitive computing and augmented/ industrial use cases.
- risk from a more prolonged and/or greater negative impact from Covid-19 that drags topline growth. MSFT's strong balance sheet

Revenue (Million USD)

Revenue/Earnings Data

and the "law of large numbers problem".

	10	20	30	40	Year
2020	33,055	36,906	35,021	38,033	143,015
2019	29,084	32,471	30,571	33,717	125,843
2018	24,538	28,918	26,819	30,085	110,360
2017	21,928	25,826	23,212	25,605	96,571
2016	20,379	23,796	20,531	20,614	91,154
2015	23,201	26,470	21,729	22,180	93,580

Earnings Per Share (USD)

	10	20	30	4Q	Year
2023					E 9.89
2022	E 1.96	E 2.04	E 2.15	E 2.29	E 8.44
2021	E 1.58	E 1.68	E 1.82	E 1.88	E 6.96
2020	1.38	1.51	1.40	1.46	5.76
2019	1.14	1.08	1.14	1.70	5.06
2018	0.84	-0.82	0.95	1.14	2.13

Fiscal Year ended Jun 30. EPS Estimates based on CFRA's Operating Earnings; historical GAAP earnings are as reported in Company reports

Dividend D	ata			
Amount (USD)	Date Decl.	Ex-Div. Date	Stk. of Record	Pa 15
0.56	Sep 15	Nov 18	Nov 19	Dec 10 '20
0.51	Jun 17	Aug 19	Aug 20	Sep 10 'on
0.51	Mar 09	May 20	May 21	Jun +
0.51	Dec 04	Feb 19	Feb 20	Mar .

MSFT – Argus Rating



Microsoft is the world's largest independent software developer. The company was founded on the MS Windows operating system and MS Office business applications suite for PCs. As it has grown, Microsoft has expanded into enterprise software with Windows Server, SQL Server, Dynamics CRM, SharePoint, Azure and Lync; hardware with the Xbox gaming/media platform and the Surface tablet; and online services through MSN and Bing. Microsoft acquired Skype, the internet VolP communications service, in October 2011. The company acquired Nokia's Devices and Services Business in April 2014. About 47% of revenue is generated outside the U.S.

Analyst's Notes

Analysis by Joseph Bonner, CFA, August 3, 2020

ARGUS RATING: BUY

- . Negotiates to buy TikTok
- Microsoft is negotiating the acquisition of TikTok in a deal that could be worth tens of billions.
- While Microsoft has the cash and TikTok is a most attractive asset, hurdles to the deal are manifold, not least the involvement of the U.S. government.
- CEO Satya Nadella has pivoted Microsoft toward high-value commercial and cloud application businesses, just the right product set as enterprises rapidly move to the cloud and remote
- Our FY21 non-GAAP EPS estimate is \$6.55 and our FY22 forecast is \$7.26. Our EPS estimates imply 12% growth over the next two years, well above our five-year growth rate forecast of 5%.

INVESTMENT THESIS

We are maintaining our BUY rating on Microsoft Corp. (NGS: MSFT) to a target price of \$235. The TikTok negotiations inject an element of risk into Microsoft's profile. The company has sometimes stumbled with acquisitions resulting in multi-billion dollar write-downs. We realize the TikTok asset with its rapidly growing young user base and possibilities for outsize returns is just too attractive for Microsoft to pass on. We are also cognizant of the many hurdles Microsoft will have to overcome to get the deal done and then how well the company will have to execute on an acquisition outside its area of strategic competence.

While Microsoft may not be immune from the effects of COVID-19, particularly a slowdown in tech spending from small- and medium-sized enterprises, a moribund advertising market, a difficult jobs market, and a general macroeconomic downturn, it is one of the few companies that has a product set aimed at enterprise efficiency, cloud transformation and collaboration with a large and loyal installed base. We should also mention Microsoft's large cash cushion and rock-solid balance sheet as important

Market Data Pricing reflects previous trading week's closing price.



MICROSOFT CORP

Argus Recommendations



Argus assigns a 12-month BUY, HOLD, or SELL rating to each

- . BUY-rated stocks are expected to outperform the market (the benchmark S&P 500 Index) on a risk-adjusted basis over the
- . HOLD-rated stocks are expected to perform in line with the market
- · SELL-rated stocks are expected to underperform the market on a risk-adjusted basis

The distribution of ratings across Argus' entire company universe is: 65% Buy, 34% Hold, 1% Sell.

Kev Statistics

Key Statistics pricing data reflects previous trading day's closing price. Other applicable data are trailing 12-months unless

Market Overview \$216.54 Target Price \$235.00 \$130.78 to \$217.64 52 Week Price Range Shares Outstanding

Sector Overview Sector

Sector Rating Total % of S&P 500 Market Cap.	OVER WEIGHT 27.00%
Financial Strength	
Financial Strength Rating	HIGH
Debt/Capital Ratio	41.0%

Debt/Capital Ratio	41.0%
Return on Equity	41.9%
Net Margin	31.0%
Payout Ratio	0.33
Current Ratio	2.52
Revenue	\$143.01 Billion
After-Tax Income	\$44.28 Billion
Valuation	

Current FY P/E	33.06
Prior FY P/E	37.5
Price/Sales	11A 31
Price/Book	13.85
Book Value/Share	\$15.63
Market Capitalization	\$1.64 Trillion

Forecasted Growth 1 Year EPS Growth Forecast 13.72%

5 Year EPS Growth	Forecast
5.00%	
1 Year Dividend Gro	wth Fore

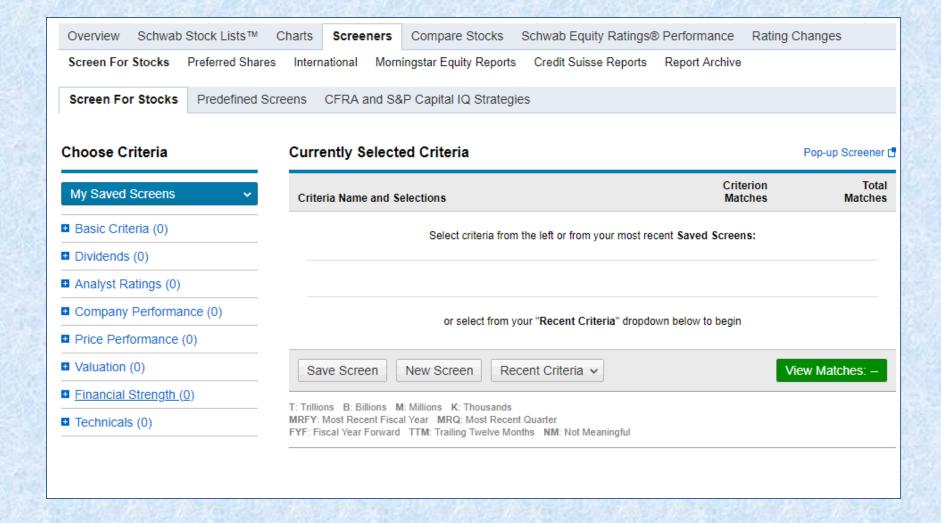
Products:

- Enterprise efficiency
- Cloud transformation
- Collaboration tools
- Large/loyal install base
- Large cash cushion
- Rock-solid balance sheet

Schwab Stock Screening

charles SCHWAB	Accounts Trade Rese	∍arch Products G	uidance Service	
	Markets Stocks Options Mutu	al Funds Exchange Traded	Products Bonds & Fixed Inc	come CDs & Money Markets
	Overview Schwab St	tock Lists™ Charts S	creeners Compare Stoc	ks Schwab Equity Ratings
	Screen for Stocks	View A-Rated Stocks by Schwab	Screen for Yield on Preferreds	Explore Global Companies
	11,464 stocks in screening universe	283 domestic stocks rated "A" by Schwab	181 preferreds yielding 4- 6%	284 "A" rated global companies
	Analyze Outperformers	Uncover Stocks with Approaching Ex-Dividend Dates	Find Morningstar Equity Research	See Independent Analyst Ratings
	124 stocks beating their averages	329 issues with upcoming ex-dividend dates	4,266 Morningstar reports and videos	23 "Buy" ratings from multiple analysts

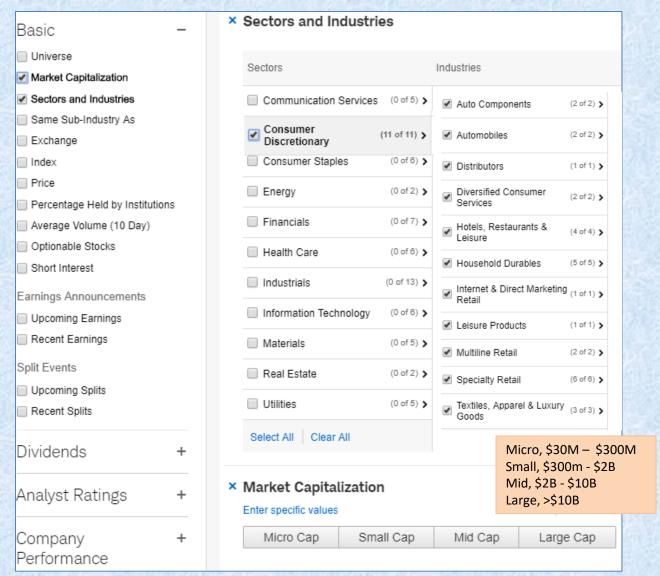
Stock Screening Criteria



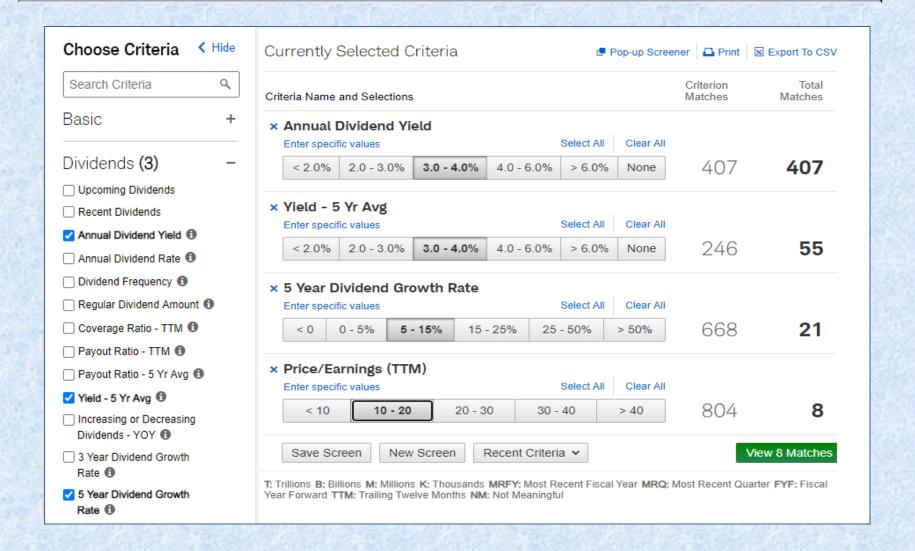
Sectors

Basic (1) –	V Contain and Industries		
Universe	× Sectors and Industries		
☐ Market Capitalization	Sectors	Industries	Sub-Industries
Sectors and Industries			
☐ Same Sub-Industry As	Communication Services (0 of 5) >	Auto Components (0 of 2)	Apparel Retail
Exchange	Consumer (0 of 11)	Automobiles (0 of 2)	☐ Automotive Retail
□ Index	Discretionary		
☐ Price	☐ Consumer Staples (0 of 6) >	Distributors (0 of 1)	Computer & Electronics Retail
Percentage Held by Institutions	- Energy (0.cf.2)	Diversified Consumer	Ulama Improvement Retail
Average Volume (10 Day)	☐ Energy (0 of 2) ➤	Services (0 of 2)	☐ Home Improvement Retail
Optionable Stocks	Financials (0 of 7) >	Hotels, Restaurants & (0 of 4)	☐ Homefurnishing Retail
☐ Short Interest	- Financials (5517)	Leisure	Homelumishing Retail
Earnings Announcements	☐ Health Care (0 of 8) >	Household Durables (0 of 5)	Specialty Stores
Upcoming Earnings	☐ Industrials (0 of 13) ➤	Internet & Direct (0 of 1)	
Recent Earnings	☐ Industrials (0 of 13) ➤	☐ Marketing Retail	
Split Events	☐ Information Technology (0 of 8) >	Leisure Products (0 of 1)	
Upcoming Splits	Materials (0 of 5) >	Multiline Retail (0 of 2)	
Recent Splits	Real Estate (0 of 2) >	Specialty Retail (0 of 6)	
	Utilities (0 of 5) >	☐ Textiles, Apparel & Luxury _(0 of 3) ;	

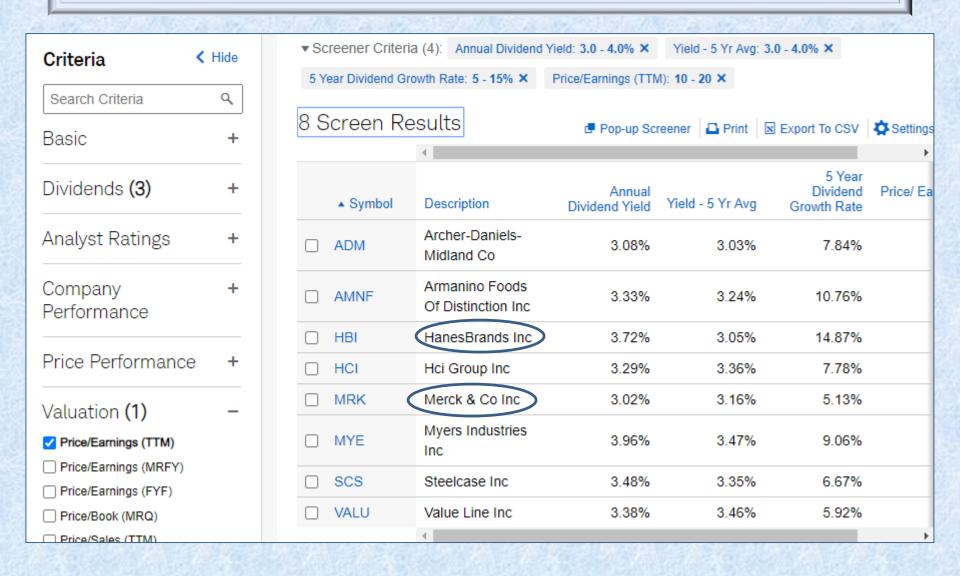
Sectors and Market Cap



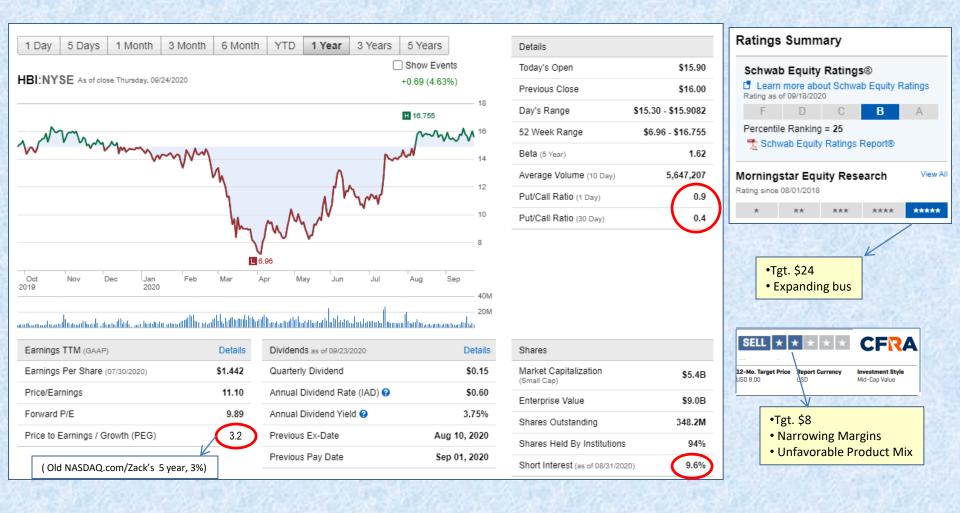
Screening for Dividends



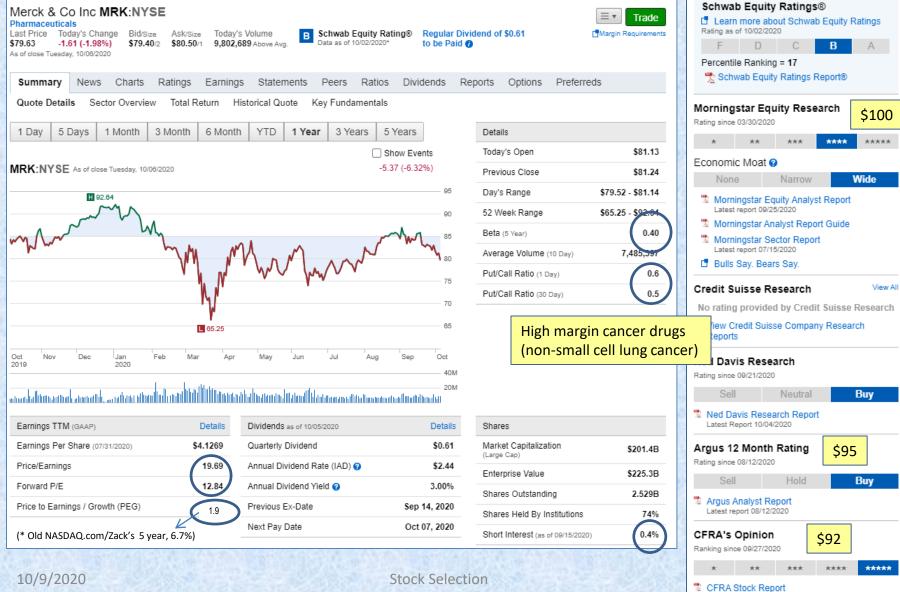
Screening for Dividends - Results



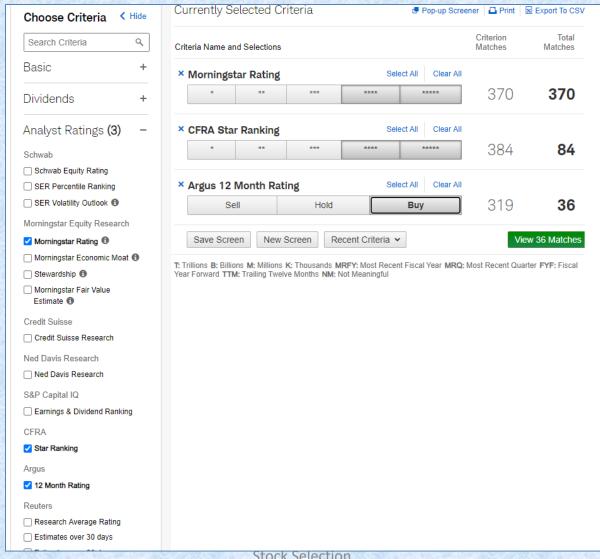
Hanes Profile



Merck Profile



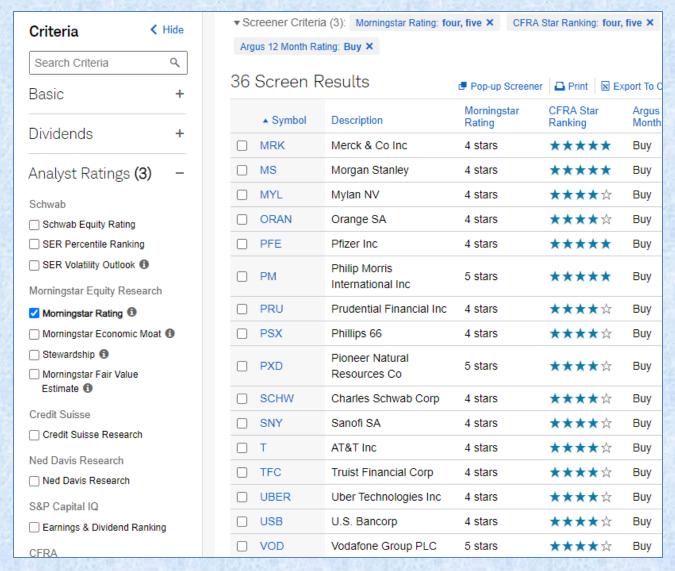
Screening, Analysts Forecast



Analysts Screening

	Was the same of the		Morningstar	CFRA Star	Argus 12
Dividends +	▲ Symbol	Description	Rating	Ranking	Month Rating
Dividends	☐ AAP	Advance Auto Parts Inc	4 stars	****	Buy
Analyst Ratings (3) -	☐ ABC	Amerisourcebergen Corp	4 stars	****	Buy
Schwab	☐ ANTM	Anthem Inc	5 stars	★★★ ☆	Buy
Schwab Equity Rating SER Percentile Ranking	☐ ATO	Atmos Energy Corp	4 stars	★★★ ☆	Buy
SER Volatility Outlook 1	□ BA	Boeing Co	4 stars	****	Buy
Morningstar Equity Research	□ BMY	Bristol-Myers Squibb Co	4 stars	****	Buy
✓ Morningstar Rating 1	_ c	Citigroup Inc	4 stars	****	Buy
☐ Morningstar Economic Moat 1	CARR	Carrier Global Corp	4 stars	****	Buy
Stewardship 1	□ csco	Cisco Systems Inc	4 stars	****	Buy
☐ Morningstar Fair Value Estimate ①	□ cvs	CVS Health Corp	5 stars	****	Buy
Credit Suisse	□ ENB	Enbridge Inc	4 stars	****	Buy
☐ Credit Suisse Research	□ EOG	EOG Resources Inc	5 stars	****	Buy
Ned Davis Research ☐ Ned Davis Research	□ EPD	Enterprise Products Partners LP	5 stars	****	Buy
S&P Capital IQ	☐ FITB	Fifth Third Bancorp	4 stars	★★★ ☆	Buy
☐ Earnings & Dividend Ranking	☐ HFC	HollyFrontier Corp	4 stars	★★★ ☆	Buy
CFRA	□ JCI	Johnson Controls International PLC	4 stars	****	Buy
✓ Star Ranking	□ ко	Coca-Cola Co	4 stars	****	Buy
Argus ✓ 12 Month Rating	LHX	L3harris Technologies Inc	4 stars	****	Buy
Reuters	LMT	Lockheed Martin Corp	4 stars	****	Buy
Research Average Rating Estimates over 30 days	□ MDT	Medtronic PLC	4 stars	****	Buy
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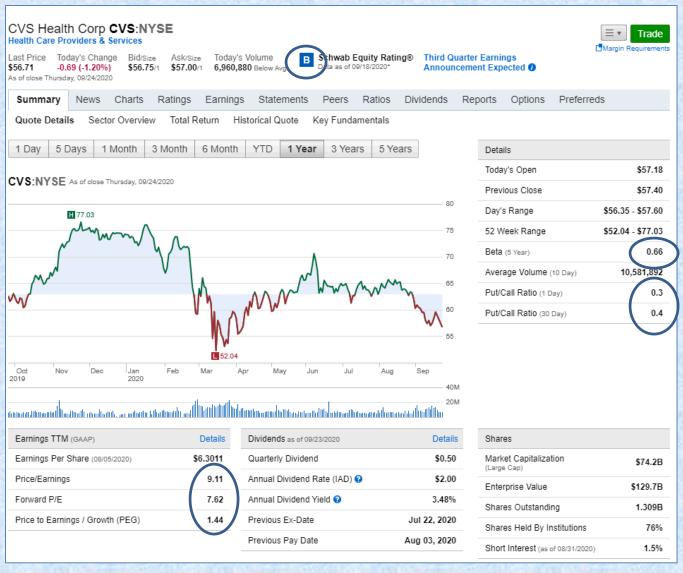
Analysts Screening ... cont.



At Least One 5 – Star

- Anthem
- CVS (Argus Buy, Morningstar 5-star, CFRA 5-star)
- Merck
- Morgan Stanley
- Pfizer
- Phillip Morris
- Vodafone

CVS Profile



ARGUS

- •Tgt. \$85
- Improved earnings
- Raised Guidance

CFRA (S&P)

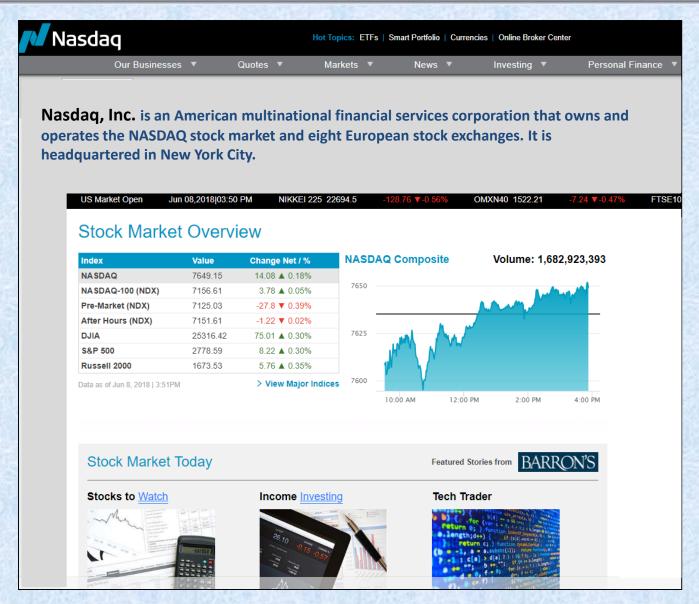
- •Tgt. \$79
- Cheap Valuation
- Access to Healthcare in all economies

Morningstar

- •Fair Value \$92
- •Retail Network
- Minute Clinic
- •Healthhub in 2021

(* Old NASDAQ.com/Zack's 5 year, ~6.34%)

Tools – (Old)NASDAQ.com





FlashQuotes InfoQuotes

STOCK DETAILS

Summary Quote

Real-Time Quote

After Hours Quote

Pre-market Quote

Historical Quote

Option Chain

Basic Chart

Interactive Chart

COMPANY NEWS

Company Headlines

Press Releases

Market Stream

STOCK ANALYSIS

Analyst Research

Guru Analysis

Stock Report

Competitors

Stock Consultant

Stock Comparison

FUNDAMENTALS

Call Transcripts

Annual Report

Income Statement

Revenue/EPS

SEC Filings

Short Interest

Dividend History

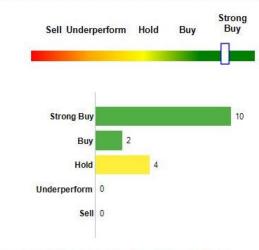
NASDAQ.com Stock Analysis

CVS Health Corporation Analyst Stocks Recommendations

CVS \$56.82* 0.11 ★ 0.19%

*Delayed - data as of Sep. 25, 2020 10:52 ET - Find a broker to begin trading CVS now









2020

2020

2020

2020

2021

34

Consensus EPS Forecast

Jun

2021

Quarter End

Earnings Per Share

Analyst Firms Making Recommendations

B OF A GLBL RES CO FORECST **EDWARD JONES** OPPENHEIMER HLD SVB LEERINK LLC

BAIRD R W COWEN & COMPANY JP MORGAN SECUR PIPER SANDLER TRUIST SECURITI

CANTOR FITZGERA DEUTSCHE BK SEC MORGAN STANLEY RAYMOND JAMES

3.00

2.50

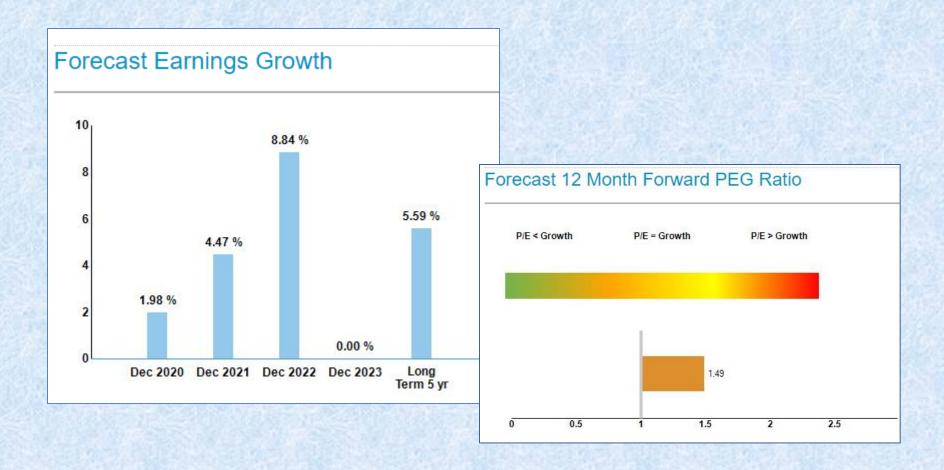
2.00

2019

2019

Stock Selection (Old NASDAQ.com/Zack's)

CVS Long Term Growth

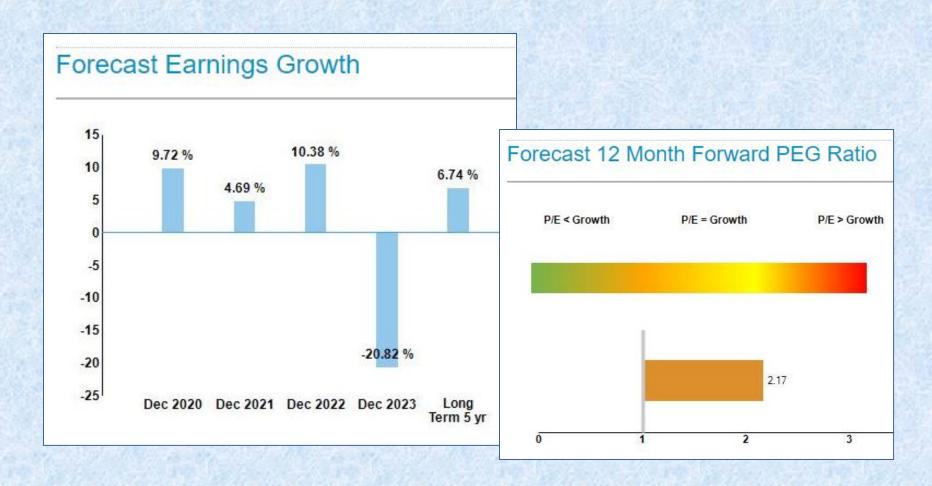


(Old NASDAQ.com/Zack's)

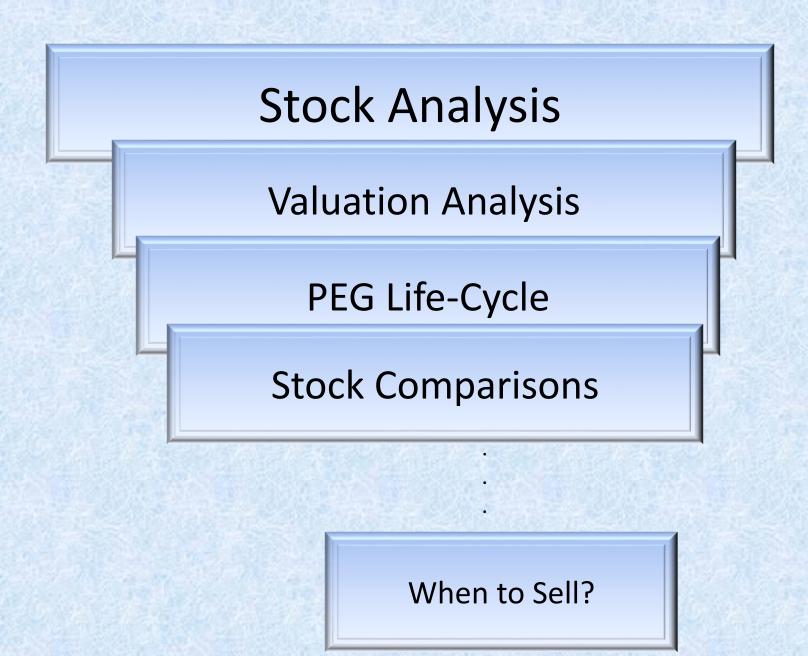
NASDAQ.com Stock Analysis



MRK Long Term Growth



(Old NASDAQ.com/Zack's)



How **Has** the the Stock been Performing?

- Price History
 - versus S&P and Sector
- Revenue Growth, Trailing 3-5 years
- Earnings P/E, Trailing 12 months (TTM)
- Valuation (expensive?)
 - Relative to the Sector
 - Relative to Competitors
 - Relative to its Index (e.g. S&P, Russell)
- Quarterly/Annual Reports
- Earnings News Conferences
- Short Interest negative or positive (momentum?)
- Put/Call Ratio negative or positive (momentum?)

How Will the Stock Perform?

- Analysts Forecast (examine multiple)
 - Forcasted Growth (5 years)
 - Forward P/E
 - 12 Month Price Projection (w/grain of salt)
- New Products and Services
 - Quarterly/Annual Reports
 - Earnings News Conferences
 - News articles
 - Analysts input
- Competitive Products and Services

Valuation Analysis

Key Factors

- Life-cycle
 - Start-up
 - Mature, recurring earnings
- Type of Company
 - Capital intensive
 - Banking, Insurance
 - Technology
- Comparative analysis
 - Similar companies

Methodology

- P/E
- PEG
- PEG Life-cycle
- Price to Book (P/B)
- Price to Sales (P/S)
- Enterprise Value/Revenue (EV/R)
- Price to Cash Flow (P/CF)
- PCF/G
- Price to Free Cash Flow (P/FCF)

PEG Life-Cycle

Early-cycle company

- Limited or negative earnings
- Price is bid up with the expectation of future earnings growth
- Consequently, PEG will likely be >> higher than a growing/maturing co.
- Earnings-based valuation not useful
- Growing company, established recurring earnings, consistent growth
 - PEG ~2 3+ range

Mature company

- Consistent earnings, slowing growth outlook
- Expect price consistent with earnings and established growth rate
- Fairly valued, PEG 1-2
- Undervalued, PEG <1
- Overvalued company, PEG >>2; re-evaluate using cash flow

Price to Book Ratio (P/B)

- Book value, Net worth of the company
 - What the company would be worth if liquidated.
 - includes property, buildings, equipment, cash, and other assets
 - less bills outstanding, owed employees wages, debt, other liabilities
- Most companies sell at a premium to book value
 - because the company can generate profits from these assets.
- Stock Price/Book Value per share (P/B)
 - P/B useful for valuing companies where growth in assets is the business
 - Banks, insurance companies, and investment firms (P/B < 2 favorable)
- Poor for valuing companies primarily non-physical assets (e.g. Software, web-based companies)
- Drawback is inability to quantify intangible assets (e.g. patents, copyright, goodwill, trademarks)

Price to Sales Ratio (P/S)

- Compares the stock price to the amount of Sales_{TTM} per share (~1 good value)
- P/S best used to compare a company against another in the same business
- P/S can also be used to compare a company against historical averages for the stock being considered.
- Often used where company has no earnings

Enterprise Value/Revenue (EV/R)

- The EV to revenue, early-stage or high-growth businesses
 - No positive earnings yet (High Risk)
- EV/R= enterprise value/annual rev; EV = equity plus debt minus cash
- Company with a barely positive EBITDA (almost zero) will result in a massive multiple (EV/EBITDA), which isn't very useful.
- Best suited for early-stage companies (often operating at a loss) and high growth companies (often operating at breakeven)

- Cons:
- Does not take into account the company's cost structure
- Ignores profitability and cash flow generation
- Hard to compare across different industries and different stages of companies (early vs. mature)

Price to Cash Flow (P/CF)

- Cash flow, earnings before interest, taxes, depreciation, and amortization (EBITDA).
- P/CF similar to P/E, uses cash flow per share vs. earnings
 - Stock Price/Cash Flow per share (trailing twelve months)
 - Better measure of the actual dollars being generated by the business
 - Fewer "adjustments" than P/E
- Expect P/CF < P/E
- Better for comparing companies

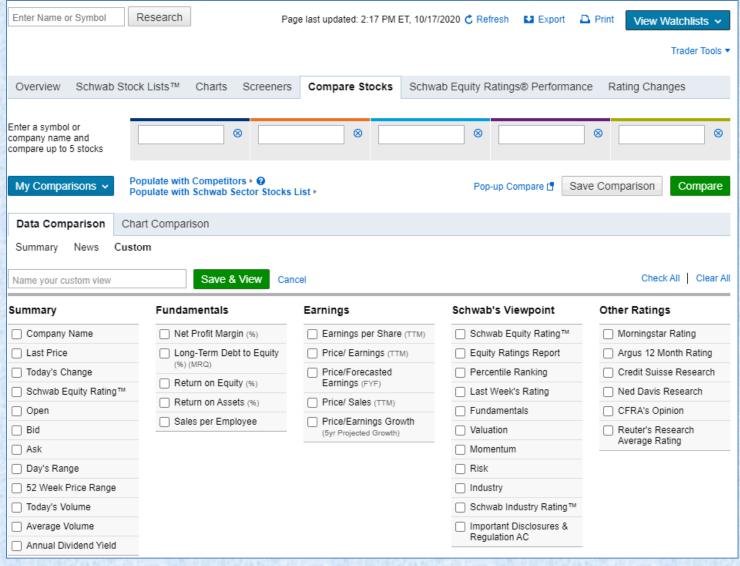
Price to Free Cash Flow (P/FCF)

- Free Cash Flow (FCF) = CF, less cash needed to replace obsolete equipment and ongoing maintenance expenses.
- Net Free Cash Flow = Operation Cash flow Capital Expenses to keep current level of operation – Dividends – Current Portion of long term debt – Depreciation
- P/FCF = Stock Price / Free Cash Flow per share TTM
- Used to compare like companies
 - growth equipment/depreciation
 - share buybacks
 - dividend payouts

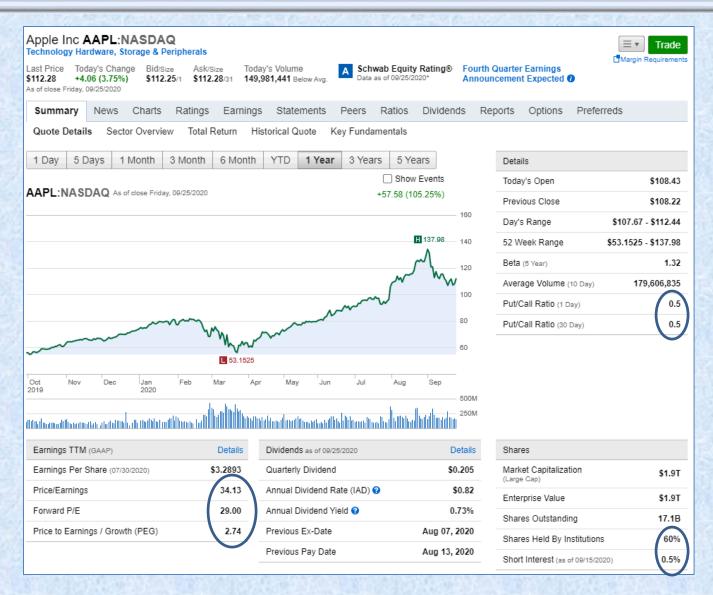
Stock Comparisons*

* Input from Schwab.com

Schwab Stock Compare



Stock Profile - APPLE



AAPL vs. INDICES

Ratio	AAPL : Apple Inc NASDAQ	S&P United States BMI Information Technology (Sector) (USD)	S&P 500		
Price/Earnings	34.13	41.50	33.27		
Price/Forecasted Earnings (FYF)	29.00	32.31	22.50		
Price/Sales	7.01	5.83	2.48		
Price/Tangible Book (MRQ)	26.57	9.30	3.63		
Price/Cash Flow	28.32	24.39	_		
Return on Equity (%)	69.25	22.96	15.17		
Dividend Yield (%)	0.73	0.88	1.70		

FANG Compare

Fundamentals Prio	ce ¹¹²	250	1,439	3,095	483	208
View as Yield	AAPL	FB	GOOGL	AMZN	NFLX	MSFT
Price/Earnings (TTM)	34.13	32.51	32.55	118.97	85.55	36.05
Price/Forecasted Earnings (FYF)	29.00	25.10	25.41	69.75	54.87	28.28
Price/Cash Flow (MRFY)	28.32	29.96	21.32	56.75	19.26	27.55
Price to Earnings / Growth (PEG) (5yr Projected Growth)	2.74	1.60		3.30	2.42	2.37
Sales Growth - 5 Year (%)	7.31	41.49	19.65	25.81	29.64	8.85
EPS Growth - 1 Year (%) (Year over Year TTM)	14.29	32.84	-10.74	9.28	127.22	13.41
EP\$ Growth Forecast - 1 Year (%)	9.01	24.93	-9.78	37.61	49.95	12.12
EPS Growth Forecast - 3-5 Year (%)	12.46	20.27		36.03	35.34	15.20
Annual Dividend Yield (%)	0.73					1.08
Gross Profit Margin (%)	38.19	81.46	54.15	40.27	40.83	67.78
Net Profit Margin (%)	21.33	31.29	18.99	4.13	11.29	30.96
Cash Flow/Share (TTM)	\$3.94	\$9.95	\$61.74	\$71.39	\$27.85	\$7.43
Long-Term Debt to Equity (%) (MRQ)	130.98	0.38	1.94	67.62	163.85	57.93
PCF/G	2.3	1.5	- 2.2	1.6	.6	1.8

10/9/2020 Stock Selection - Schwab 52

Deeper Dive

APPLE – Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Refresh Sales to Current Customers
 - Install base → 1 Billion phones
- Emerging Markets Phone Penetration
 - China, India
- 5G Super Cycle (multi-rear rollout)
- "Sticky" Customers; Growing Services
- Smart Watch Worldwide Leadership
 - Healthcare Tracking
- Apple Pay, Apple Watch, Apple TV, and AirPods drive incremental revenue
 - help retain iPhone users over time
- New Initiatives
 - AR and VR (glasses)
 - Driverless car
- TGT Price CFRA, Argus (~145-150)

- Premium pricing may limit unit sales
 - Unaffordable for many
- Lagging in Al
- Morningstar FV ~\$71

FB – Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Reasonable Valuation
- 12-mo Tgt Price \$240 \$300 ...
- Growing Acquisitions
 - Instagram, Messenger, WhatsApp
- Advertizing Opportunity >\$240B/yr
 - Growing ad rev/user
- Application of AI to FB Offerings
- VR Product Launch → increase user engagement and ad rev
- #Users Growing (Pandemic related?)

- Single Rev Source (advertizing)
- Other social networks
 - Snap-chat, Tik-Tok
- Regulation Control (Election Results)
 - User Data
 - Acquisitions
 - Policing costs of mis-information
- Margin Pressure (40%→35%→50%)
- Boycott potential impact
- Slowing growth rate (37% → ~20%)

GOOGL - Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Dominant Position in Online Search
- Large, New Investments to diversify growth
- Android market shr drives search rev.
- Avg. Tgt. Price, \$1,725, ~19%
- 3 yr CAGR 16%

- Dominant Position in Online Search
 - NOT Sustainable
 - Growing competition for ad rev
- Allocating too much capital toward high-risk bets, which face a very low probability of returns
 - (e.g. Autonomous car)
- Regulatory Risk

AMZN – Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Strong Results Far Exceeded Expectations
- Dominant Online Shopping
- Leader in Cloud
- Expanding Product Offerings
 - Alexa (home-based)
 - Prime Video expansion
 - International
- Pandemic Increasing Stay at home shopping
- Tgt. Price, \$3,566 (High \$4,500)

- Amazon's future margin expansion trajectory will likely be uneven
 - Global logistics needs
 - Content investments
 - Online competition (Walmart, Target)
 - Cloud competition (Microsoft, IBM)
 - Physical store/Healthcare initiatives.

NFLX – Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Content Library
- International Expansion
- Pandemic driving "stay-at-home"
- CFRA Tgt Price \$600

- Expending Large Amounts for Content
 - Limit Margin Expansion
- Increasing Competition
 - AMZN, Apple, Disney +
- Morningstar FV \$200
- Argus "Hold"

MSFT – Analyst Reports

(Morningstar, Argus, CFRA)

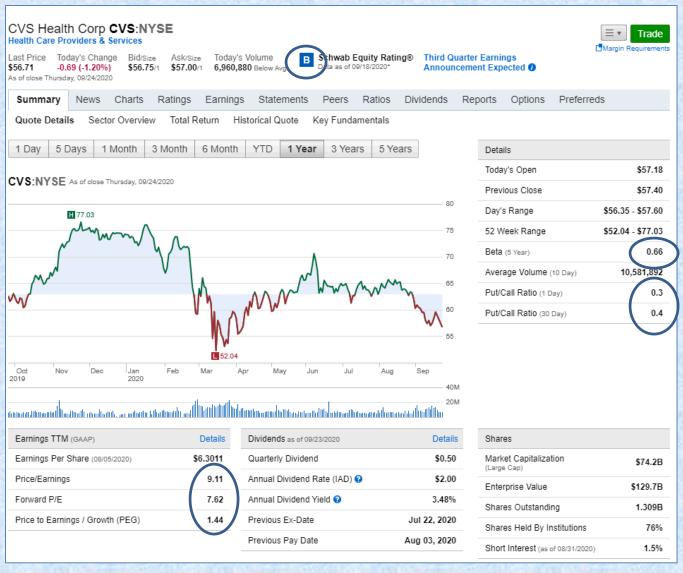
Reward

- Monopoly-like positions in OS, Office
 - cash cows to help drive growth
- Subscriptions accelerating growth
- Successful Cloud Services bus.
- Increasing Margins
 - returned to pre-"cloud" levels
- Video gaming Co. acquisition
 - Zenimax
- Tgt. Price, \$239, ~15% opportunity

- Momentum is slowing
 - Office, matured product.
- Minimal presence in mobile
- Not the top player in Cloud

Non-FANG Example

CVS Profile



ARGUS

- •Tgt. \$85
- Improved earnings
- Raised Guidance

CFRA (S&P)

- •Tgt. \$79
- Cheap Valuation
- Access to Healthcare in all economies

Morningstar

- •Fair Value \$92
- Retail Network
- Minute Clinic
- •Healthhub in 2021

(* Old NASDAQ.com/Zack's 5 year, ~6.34%)

CVS Compare

Ratio	CVS : CVS Health Corp NYSE	S&P United States BMI Health Care (Sector) (USD)	S&P 500
Price/Earnings	9.10	38.87	33.27
Price/Forecasted Earnings (FYF)	7.61	22.80	22.50
Price/Sales	0.28	2.13	2.48
Price/Tangible Book (MRQ)		5.10	3.63
Price/Cash Flow	6.82	20.79	
Return on Equity (%)	12.78	14.12	15.17
Dividend Yield (%)	3.49	1.36	1.70

CVS /Healthcare Compare

Fundamentals	Price	57	255	162	401	55	149
View as Yield		cvs	ANTM	CI	HUM	CNC	MCK
Price/Earnings (TTM)		9.10	11.09	11.56	15.25	19.39	27.11
Price/Forecasted Earnings (FYF)		7.61	10.07	7.94	18.14	9.63	8.71
Price/Cash Flow (MRFY)		6.82	10.23	6.80	16.23	16.45	11.76
Price to Earnings / Growth (PEG) (5yr Projected Growth)		1.44	0.76	1.06	1.23	1.42	3.36
Sales Growth - 5 Year (%)		13.00	7.12	34.48	5.99	35.14	5.23
EPS Growth - 1 Year (%) (Year over Year TTM)		81.55	49.51	28.64	41.99	-6.08	107.00
EPS Growth Forecast - 1 Year (%)		2.10	15.54	8.76	6.07	10.29	1.72
EPS Growth Forecast - 3-5 Year (%)		6.34	14.52	10.94	12.45	13.70	8.08
Annual Dividend Yield (%)		3.49	1.49	0.02	0.62		1.13
Gross Profit Margin (%)		38.18			-	18.43	5.17
Net Profit Margin (%)		3.14	5.23	3.42	4.92	1.69	0.49
Cash Flow/Share (TTM)		\$9.65	\$27.91	\$22.71	\$30.49	\$5.03	\$11.62
Long-Term Debt to Equity (%) (MRQ)		93.32	57.68	67.08	42.02	66.68	117.43
PCF/G	,	1.1	0.7	0.6	1.3)	1.2	1.5

ANTM, Anthem, CI, Cigna; HUM, Humana; CNC, Centene; Mck, McKesson

CVS – Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Improved earnings
- Raised Guidance
- Cheap Valuation
- Cost Mgmt through Scale
- Access to Healthcare in all economies
- Combination with AETNA
- Expanding Retail Network
- Minute Clinic
- Healthhub in 2021
- Tgt. Price, ~ \$85, ~50 %

- Govt. Healthcare Reform
- consumer behavior increasingly favoring online retailers

ANTM – Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Anthem scale benefit clients
- Blue Cross Blue Shield Licensure
 - relationship nation-wide
- Ingenio Rx (mail order) platform
 - Now in-house (ended Express Scripts)
 - material savings for clients
 - higher profitability for Anthem
- Tgt. Price, \$325, ~30% opportunity

- COVID-19 cost exposure in 2021+
- New Govt. Regulation
 - risk of changed administration

Cigna- Analyst Reports

(Morningstar, CFRA)

Reward

- Combining with Express Scripts
 - help clients control healthcare costs
 - significant cross-selling
- Share Repurchase
- Tgt. Price, ~\$230, ~40% opportunity

- COVID-19 cost exposure in 2021+
- New Govt. Regulation
 - risk of changed administration

Humana – Analyst Reports

(Morningstar, Argus, CFRA)

Reward

- Leader in Medicare Advantage and Medicaid insurance sectors
- Solid Growth Forecasted
- Serves the elderly population
 - U.S. demographic (aging) trends
 - increasing penetration of Medicare
 Advantage plans
- Tgt. Price, \$418, ~5 %

Reward

- COVID-19 cost exposure in 2021+
- Healthcare Reform
 - risk of changed administration

Centene – Analyst Reports

(Morningstar, CFRA)

Reward

- Leads the Medicaid managed-care business;
 - 65% of revenue
- Centene can benefit from economic downturns through increasing enrollment in its Medicaid and individual exchange products
- Centene could benefit from potential U.S. policy changes being considered in the current election cycle.
- Tgt. Price, \$79, ~44%

- State government financial health can influence rate decisions
 - may constrain returns especially during an economic downturn.
- Increasing competition from commercial insurers
- Continued acquisitions could cut into economic profitability

Mckesson- Analyst Reports

(Morningstar, CFRA)

Reward

- McKesson is a key drug distributor
 - handles one third pharmaceutical distribution market
- Moat → Significant pharmaceutical regulatory hurdles, requiring high sunk costs
- Tgt. \$160, ~9% total return

- Significant pharmaceutical regulatory hurdles, requiring high sunk costs
- Potential legislative action to increase drug pricing transparency
- Healthcare reform
 - Changed administration

When to Sell?

Selling Stock

- Sell when the reasons you bought it have materially changed
 - not just because it had a bad quarter or two
 - significant change in competitive landscape
 - senior management turnover
 - "accounting irregularities"
- Sell portions of holdings when they have appreciated significantly ("Schnitzel")
 - when stock doubles, sell half (invest with OPM)
- Sell to accumulate cash for near term requirements (tuition, car purchase, etc.)
 - in order to maintain 12 24 months of cash on hand
- Before you sell, plan what you'll be doing with the capital
- Sell incrementally if possible
- Don't sell because of frustration or Emotion

Summary

- Start with what you know
- Then do the research
 - Fundamentals
 - Third Party Analysis
 - Products and Services
 - Compare to others
- If all else fails
 - ... ask your spouse



Q/A