## Stock Selection Guide



Symbol: ABBV
1 VISUAL ANALYSIS of Sales, Earnings, and Price

(1) Historical Sales Growth
10.7\%
(3) Historical Earnings Per Share Growth
(2) Estimated Future Sales Growth
(4) Estimated Future Earnings Per Share Growth
8.0\%

|  | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | Last 5 Year Avg. |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Pre-tax Profit on Sales | 21.0\% | 31.1\% | 28.4\% | 11.9\% | 29.1\% | 30.8\% | 27.4\% | 15.9\% | 25.3\% | 7.4\% | 21.4\% |
| \% Earned on Equity |  | 157.4\% | 113.6\% | 37.7\% | 103.6\% | 89.4\% | 78.6\% | -185.3\% | -94.9\% | 31.4\% | -16.2\% |
| \% Debt To Capital | 0.0\% | 82.3\% | 76.6\% | 89.6\% | 88.9\% | 88.8\% | 88.0\% | 126.5\% | 114.0\% | 86.8\% | 100.8\% |

PRICE-EARNINGS HISTORY as an indicator of the future
This shows how stock prices have fluctuated with earnings and dividends. It is building block for translating earnings into future stock prices.
CLOSING PRICE 114.45 (08/06/21)
HIGH THIS YEAR 119.15
LOW THIS YEAR 79.11

|  | A | B | C | D | E | F | G | H |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Price |  | Earnings | Price Earnings Ratio |  | Dividend | \% Payout | \% High Yield |
|  | High | Low | Per Share | High A / C | Low B / C | Per Share | F/C * 100 | F/B * 100 |
| 2016 | 68.1 | 50.7 | 3.63 | 18.8 | 14.0 | 2.28 | 62.8 | 4.5 |
| 2017 | 99.1 | 59.3 | 3.30 | 30.0 | 18.0 | 2.56 | 77.6 | 4.3 |
| 2018 | 125.9 | 77.7 | 3.66 | 34.4 | 21.2 | 3.59 | 98.1 | 4.6 |
| 2019 | 92.3 | 62.7 | 5.28 | 17.5 | 11.9 | 4.28 | 81.1 | 6.8 |
| 2020 | 109.2 | 62.6 | 2.72 | 40.1 | 23.0 | 4.72 | 173.5 | 7.5 |
| AVERAGE |  | 62.6 |  | 28.2 | 17.6 |  | 98.6 |  |
| CURRENT/TTM |  |  | 3.71 |  |  | 5.20 | 140.2 |  |
| AVERAGE PRICE EARNINGS RATIO: 22.9 |  |  |  |  | CURRENT PRICE EARNINGS RATIO: 30.8 |  |  |  |

EVALUATING RISK and REWARD over the next 5 years
Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.
A HIGH PRICE - NEXT 5 YEARS
$\begin{array}{lllll}\text { Avg. High P/E } & 30.0 & \text { X Estimate High Earnings/Share } & 5.45=\quad \text { Forecasted High Price \$ } 163.5\end{array}$
B LOW PRICE - NEXT 5 YEARS

| (a) Avg. Low P/E 20.0 | X Estimate Low Earnings/Share |  | 3.71 | = | Forecasted Low Price \$ |  | 74.2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (b) Avg. Low Price of Last 5 Years | 62.6 |  |  |  |  |  |  |
| (c) Recent Market Low Price | 62.6 |  |  |  | = | 68.9 |  |
| (d) Price Dividend Will Support | Indicated Dividend |  | 5.20 |  |  |  |  |
|  | High Yield |  | 7.55\% |  |  |  |  |
|  |  |  |  | Selected Forecasted Low Price \$ |  |  | 74.2 |
| NING using 25\%-50\%-25\% |  |  |  |  |  |  |  |
| Forecasted High Price 163.5 | Minus Forecasted Low Price | 74.2 | $=$ | 89.3 | Range. | 25\% of Range | 22.3 |
| Buy Zone | 74.2 to |  | 96.5 |  |  |  |  |
| Hold Zone | 96.5 to |  | 141.2 |  |  |  |  |
| Sell Zone | 141.2 to |  | 163.5 |  |  |  |  |
| Present Market Price of | 114.45 | is in the |  |  | LD | Zone |  |

## D UPSIDE DOWNSIDE RATIO (POTENTIAL GAIN VS. RISK OR LOSS)

$\frac{\text { High Price }}{\text { Present Price }} \frac{163.5}{114.45} \frac{\text { Minus Present Price }}{\text { Minus Low Price }} \frac{114.45}{74.2}=\frac{49.09}{40.25}=1.2$ To 1

E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)
$\frac{\text { High Price }}{\text { Closing Price }} \frac{163.5}{114.45}=1.4289 \quad X 100=142.89-100=42.9 \quad \%$ Appreciation

## 5 5-YEAR POTENTIAL

This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

A $\frac{\text { Indicated Annual Dividend }}{\text { Closing Price }} \frac{4.72}{114.45}=0.0454=4.5 \%$ Current Yield
B AVERAGE YIELD - USING FORECAST HIGH P/E
$\frac{\text { Avg. \% Payout }}{\text { Forecast High PE }}=\frac{98.6 \%}{30.00}=3.3 \%$

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

| Annualized Appreciation | $7.4 \%$ |
| :--- | ---: |
| Average Yield | $3.3 \%$ |
| Annualized Rate of Return | $10.7 \%$ |

Annualized Rate of Return

AVERAGE YIELD - USING FORECAST AVERAGE P/E
Avg. \% Payout
$\frac{\text { Avg. \% Payout }}{\text { Forecast Average PE }}=\frac{98.6 \%}{25.00}=3.9 \%$
COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

| Annualized Appreciation | 3.6 \% |
| :--- | :--- |
| Average Yield | 3.9 \% |

Annualized Rate of Return $7.5 \%$

## Notes: ABBV 8/8/21

| Date | Subject | Description | Type |
| :---: | :---: | :---: | :---: |
| 08/03/21 | ABBV data Value Line | I changed data to Value Line when updating my SSG on Aug 3 2021. | Community |
| 07/17/21 | Delisting of Cannabis? | How much will this affect Abbvie, will they be able to take advantage? Is a hot issue now. | Community |
| 07/14/21 | Completing an accurate SSG | BI's SSG model makes 5-year steady growth projections. ABBV has benefited from highly profitable Humira drug. It's patent runs out in 2023, with an expected price drop afterwards. This will be mitigated by good sales in Imbruvica, Skyrizi, and Rinvoq and Allergan (botox) drugs. This creates a lot of uncertainty about profits beyond 2023. <br> Analysts' estimated losses drive the EPS growth into negative figures. This reduces 5 -year estimated compounded annual returns to 8 and $2 \%$ | Community |
| 07/14/21 | Potential price drop in 2023 | Drug Humira goes off-patent in 2023. Competition will cut into its sales and profits will drop. I would keep the company until 2022-23 and possibly sell it then at the end of the patent. Purchase of Allergan may offset this anticipated drop, but I would have to research Allergan. | Community |
| 04/01/21 | low price estimate | Low estimate done manually using $23 \%$ off current price. <br> The stock is in the hold range and I agree. | Community |
| 01/03/21 | ABBV : method of choosing forecasted low price | $75 \%$ off the current price was used to calculate the forecasted low price. | Community |
| 08/22/20 | Long Term Debt 2020 Qtrs. | It appears Morningstar is NOT passing through the Long Term Debt Non Current which makes the Debt line drop. The Value Line and 2 nd Qtr 10 Q has the values at of 82 ? billion. 1st quarter was correct a 67 Billion. Not sure why the M* did not get it correctly for the 2nd Qtr. <br> I wonder if this increase and mixed balance sheet is due to the acquisition of Allergan. On May 8, 2020, AbbVie completed its previously announced acquisition of all outstanding equity interests in Allergan in a cash and stock transaction. | Community |
| 06/29/20 | Debt | Wow! Debt is very high! | Community |
| 08/11/19 | 2018 earnings adjustment | From the 10k <br> Stemcentrx-related impairment charge of $\$ 4.1$ billion <br> This is a one-time charge so adding that back in to revenue: $\begin{aligned} & \text { Sales }=32753+4100=36853 \\ & \text { Ptp }=5197+4100=9297 \\ & \mathrm{NI}=5657+4100=9757 \\ & \text { Earnings }=9757 / 1546=6.31 \end{aligned}$ | Community |

Quarterly Growth Trend Data


| Quarterly Data |  |  |  |  |  |  |  |  | Last 12 Months Data |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | EPS |  | Pre-Tax Profit |  |  | Sales |  | Income Tax Rate | EPS | Pre-Tax Profit |  | Sales | Income Tax |  | \%Change |  |  |
|  | \$ | \%Change | \$ Mil | \%Sales | \%Change | \$ Mil | \%Change |  | \$ | \$ Mil | \%Sales |  | \$ Mil | \%Rate | EPS | Pre-Tax Profit | Sales |
| 06/21 | 0.42 | 191.3 | 1,163.0 | 8.3 | 267.8 | 13,959.0 | 33.9 | 33.9 | 3.71 | 6,023.0 | 11.2 | 53,729.0 | 2,288.0 | 38.0 | -21.1 | -19.5 | 48.3 |
| 03/21 | 1.99 | -1.5 | 3,867.0 | 29.7 | 24.8 | 13,010.0 | 50.9 | 8.1 | 2.83 | 4,167.0 | 8.3 | 50,195.0 | 1,160.8 | 27.9 | -49.9 | -53.6 | 47.4 |
| 12/20 | 0.01 | -99.5 | -1,507.0 | -10.9 | -149.0 | 13,858.0 | 59.2 | 102.5 | 2.86 | 3,398.0 | 7.4 | 45,804.0 | 902.2 | 26.6 | -45.8 | -59.7 | 37.7 |
| 09/20 | 1.29 | 2.4 | 2,500.0 | 19.4 | 24.9 | 12,902.0 | 52.2 | 7.5 | 4.73 | 7,979.0 | 19.6 | 40,650.0 | 250.5 | 3.1 | 118.5 | 167.8 | 23.7 |
| 06/20 | -0.46 | -193.9 | -693.0 | -6.6 | -185.9 | 10,425.0 | 26.3 | -6.6 | 4.70 | 7,480.0 | 20.6 | 36,227.0 | 204.4 | 2.7 | 73.1 | 100.1 | 11.0 |
| 03/20 | 2.02 | 22.4 | 3,098.0 | 35.9 | 21.8 | 8,619.0 | 10.1 | 2.8 | 5.65 | 8,980.0 | 26.4 | 34,057.0 | 578.1 | 6.4 | 62.1 | 81.6 | 4.3 |
| 12/19 | 1.88 | 252.2 | 3,074.0 | 35.3 | 229.5 | 8,704.0 | 4.8 | 8.9 | 5.28 | 8,426.0 | 25.3 | 33,266.0 | 555.5 | 6.6 | 47.7 | 62.1 | 1.6 |
| 09/19 | 1.26 | -30.4 | 2,001.0 | 23.6 | -27.5 | 8,479.0 | 3.0 | 5.9 | 2.17 | 2,979.0 | 9.1 | 32,867.0 | 301.9 | 10.1 | -55.3 | -66.0 | 2.1 |
| 06/19 | 0.49 | -61.1 | 807.0 | 9.8 | -59.9 | 8,255.0 | -0.3 | 8.2 | 2.72 | 3,739.0 | 11.5 | 32,624.0 | 329.0 | 8.8 | -32.8 | -53.8 | 5.4 |
| 03/19 | 1.65 | -5.2 | 2,544.0 | 32.5 | -9.0 | 7,828.0 | -1.3 | 3.5 | 3.49 | 4,944.0 | 15.1 | 32,647.0 | 351.8 | 7.1 | -12.2 | -41.4 | 10.2 |

Quarterly Growth Trend Data
Graph: Trailing 4 Quarters, Last 5 Years of Data

| Quarterly Data |  |  |  |  |  |  |  |  | Last 12 Months Data |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period | EPS |  | Pre-Tax Profit |  |  | Sales |  | Income Tax Rate | EPS | Pre-Tax Profit |  | Sales | Income Tax |  | \%Change |  |  |
|  | \$ | \%Change | \$ Mil | \%Sales | \%Change | \$ Mil | \%Change |  | \$ | \$ Mil | \%Sales |  | \$ Mil | \%Rate | EPS | Pre-Tax Profit | Sales |
| 12/18 | -1.24 | -4,216.7 | -2,373.0 | -28.6 | -298.9 | 8,305.0 | 7.3 | 23.1 | 3.58 | 5,197.0 | 15.9 | 32,753.0 | 331.3 | 6.4 | 8.7 | -32.7 | 16.1 |
| 09/18 | 1.81 | 79.2 | 2,761.0 | 33.5 | 31.8 | 8,236.0 | 17.7 | 0.5 | 4.84 | 8,763.0 | 27.2 | 32,187.0 | 2,148.9 | 24.5 | 17.8 | 2.7 | 18.0 |
| 06/18 | 1.26 | 5.9 | 2,012.0 | 24.3 | -14.5 | 8,278.0 | 19.2 | 1.4 | 4.04 | 8,097.0 | 26.2 | 30,946.0 | 2,423.6 | 29.9 | -0.7 | -4.2 | 15.9 |
| 03/18 | 1.74 | 64.2 | 2,797.0 | 35.3 | 34.1 | 7,934.0 | 21.4 | 0.5 | 3.97 | 8,438.0 | 28.5 | 29,612.0 | 2,887.9 | 34.2 | 2.8 | 3.0 | 12.9 |
| 12/17 | 0.03 | -96.5 | 1,193.0 | 15.4 | -40.3 | 7,739.0 | 13.9 | 95.6 | 3.29 | 7,727.0 | 27.4 | 28,216.0 | 2,982.2 | 38.6 | -9.4 | -2.0 | 10.1 |
| 09/17 | 1.01 | 4.1 | 2,095.0 | 29.9 | 4.0 | 6,995.0 | 8.8 | 22.2 | 4.11 | 8,532.0 | 31.3 | 27,273.0 | 1,900.9 | 22.3 | 11.1 | 9.2 | 8.0 |
| 06/17 | 1.19 | 21.4 | 2,353.0 | 33.9 | 12.3 | 6,944.0 | 7.6 | 18.6 | 4.07 | 8,451.0 | 31.6 | 26,710.0 | 1,851.4 | 21.9 | 17.3 | 13.5 | 7.9 |
| 03/17 | 1.06 | 27.7 | 2,086.0 | 31.9 | 17.5 | 6,538.0 | 9.7 | 18.0 | 3.86 | 8,194.0 | 31.3 | 26,218.0 | 1,888.9 | 23.1 | 16.3 | 16.6 | 10.3 |
| 12/16 | 0.85 | -7.6 | 1,998.0 | 29.4 | 3.8 | 6,796.0 | 6.2 | 30.4 | 3.63 | 7,884.0 | 30.8 | 25,638.0 | 1,931.4 | 24.5 | 16.3 | 18.6 | 12.2 |
| 09/16 | 0.97 | 31.1 | 2,014.0 | 31.3 | 22.3 | 6,432.0 | 8.2 | 20.7 | 3.70 | 7,810.0 | 30.9 | 25,242.0 | 1,733.0 | 22.2 | 118.9 | 112.0 | 15.2 |
| 06/16 | 0.98 | 18.1 | 2,096.0 | 32.5 | 24.9 | 6,452.0 | 17.8 | 23.2 | 3.47 | 7,443.0 | 30.1 | 24,754.0 | 1,728.1 | 23.2 | 175.4 | 173.2 | 18.0 |
| 03/16 | 0.83 | 31.7 | 1,776.0 | 29.8 | 27.2 | 5,958.0 | 18.2 | 23.8 | 3.32 | 7,025.0 | 29.5 | 23,777.0 | 1,550.2 | 22.1 | 199.1 | 183.4 | 16.3 |
| 12/15 | 0.92 | 280.4 | 1,924.0 | 30.1 | 285.5 | 6,400.0 | 17.4 | 21.2 | 3.12 | 6,645.0 | 29.1 | 22,859.0 | 1,516.7 | 22.8 | 186.2 | 180.5 | 14.5 |
| 09/15 | 0.74 | 138.7 | 1,647.0 | 27.7 | 139.7 | 5,944.0 | 18.4 | 24.8 | 1.69 | 3,684.0 | 16.8 | 21,911.0 | 847.7 | 23.0 | -26.5 | -24.0 | 11.7 |
| 06/15 | 0.83 | 22.1 | 1,678.0 | 30.6 | 17.1 | 5,475.0 | 11.1 | 18.6 | 1.26 | 2,724.0 | 13.0 | 20,986.0 | 637.6 | 23.4 | -51.4 | -50.0 | 9.0 |
| 03/15 | 0.63 | 3.3 | 1,396.0 | 27.7 | 8.6 | 5,040.0 | 10.5 | 26.8 | 1.11 | 2,479.0 | 12.1 | 20,437.0 | 609.9 | 24.6 | -56.8 | -53.9 | 7.4 |
| 12/14 | -0.51 | -172.9 | -1,037.0 | -19.0 | -172.1 | 5,452.0 | 6.7 | 21.9 | 1.09 | 2,369.0 | 11.9 | 19,960.0 | 565.1 | 23.9 | -57.4 | -55.6 | 6.2 |
| 09/14 | 0.31 | -48.3 | 687.0 | 13.7 | -46.6 | 5,019.0 | 7.8 | 26.4 | 2.30 | 4,845.0 | 24.7 | 19,619.0 | 1,152.3 | 23.8 | -18.8 | -13.6 | 3.9 |
| 06/14 | 0.68 | 3.0 | 1,433.0 | 29.1 | 4.8 | 4,926.0 | 5.0 | 23.4 | 2.59 | 5,444.0 | 28.3 | 19,258.0 | 1,276.9 | 23.5 | -20.0 | -8.1 | 2.8 |
| 03/14 | 0.61 | 1.7 | 1,286.0 | 28.2 | 3.8 | 4,563.0 | 5.4 | 23.8 | 2.57 | 5,379.0 | 28.3 | 19,024.0 | 1,242.1 | 23.1 | -23.9 | -9.7 | 2.6 |
| 12/13 | 0.70 | -28.1 | 1,439.0 | 28.2 | -16.0 | 5,111.0 | -1.8 | 21.6 | 2.56 | 5,332.0 | 28.4 | 18,790.0 | 1,205.7 | 22.6 | -23.3 | -6.9 | 2.2 |
| 09/13 | 0.60 | -40.2 | 1,286.0 | 27.6 | -19.8 | 4,658.0 | 3.3 | 25.0 | 2.83 | 5,605.9 | 29.7 | 18,884.8 | 1,106.6 | 19.7 | -8.5 | 4.4 | 4.7 |
| 06/13 | 0.66 | -17.7 | 1,368.0 | 29.2 | -2.4 | 4,692.0 | 4.4 | 21.9 | 3.24 | 5,923.9 | 31.6 | 18,734.8 | 816.0 | 13.8 | 54.0 | 54.4 | 4.4 |
| 03/13 | 0.60 | 7.3 | 1,239.0 | 28.6 | 23.2 | 4,329.0 | 3.7 | 21.9 | 3.38 | 5,957.9 | 32.1 | 18,535.8 | 637.5 | 10.7 | 48.5 | 56.1 | 4.6 |
| 12/12 | 0.97 | 32.9 | 1,712.9 | 32.9 | 26.1 | 5,205.8 | 7.0 | 10.1 | 3.34 | 5,724.7 | 31.1 | 18,379.7 | 473.9 | 8.3 | 53.5 | 56.0 | 5.4 |
| 09/12 | 1.00 | 12,437.5 | 1,604.0 | 35.6 | 2,141.1 | 4,508.0 | 2.3 | 1.2 | 3.10 | 5,369.7 | 29.8 | 18,038.0 | 506.6 | 9.4 |  |  |  |
| 06/12 | 0.80 | -17.7 | 1,402.0 | 31.2 | 1.5 | 4,493.0 | 5.1 | 9.6 | 2.10 | 3,837.3 | 21.4 | 17,938.7 | 1,144.8 | 29.8 |  |  |  |
| 03/12 | 0.56 | 22.1 | 1,005.8 | 24.1 | 17.2 | 4,172.9 | 7.1 | 12.2 | 2.28 | 3,816.0 | 21.5 | 17,720.1 | 936.4 | 24.5 |  |  |  |
| 12/11 | 0.73 |  | 1,357.9 | 27.9 |  | 4,864.1 |  | 14.8 |  |  |  |  |  |  |  |  |  |
| 09/11 | 0.01 |  | 71.6 | 1.6 |  | 4,408.7 |  | 82.8 |  |  |  |  |  |  |  |  |  |
| 06/11 | 0.98 |  | 1,380.7 | 32.3 |  | 4,274.4 |  | -11.5 |  |  |  |  |  |  |  |  |  |
| 03/11 | 0.46 |  | 858.3 | 22.0 |  | 3,896.8 |  | 15.7 |  |  |  |  |  |  |  |  |  |

