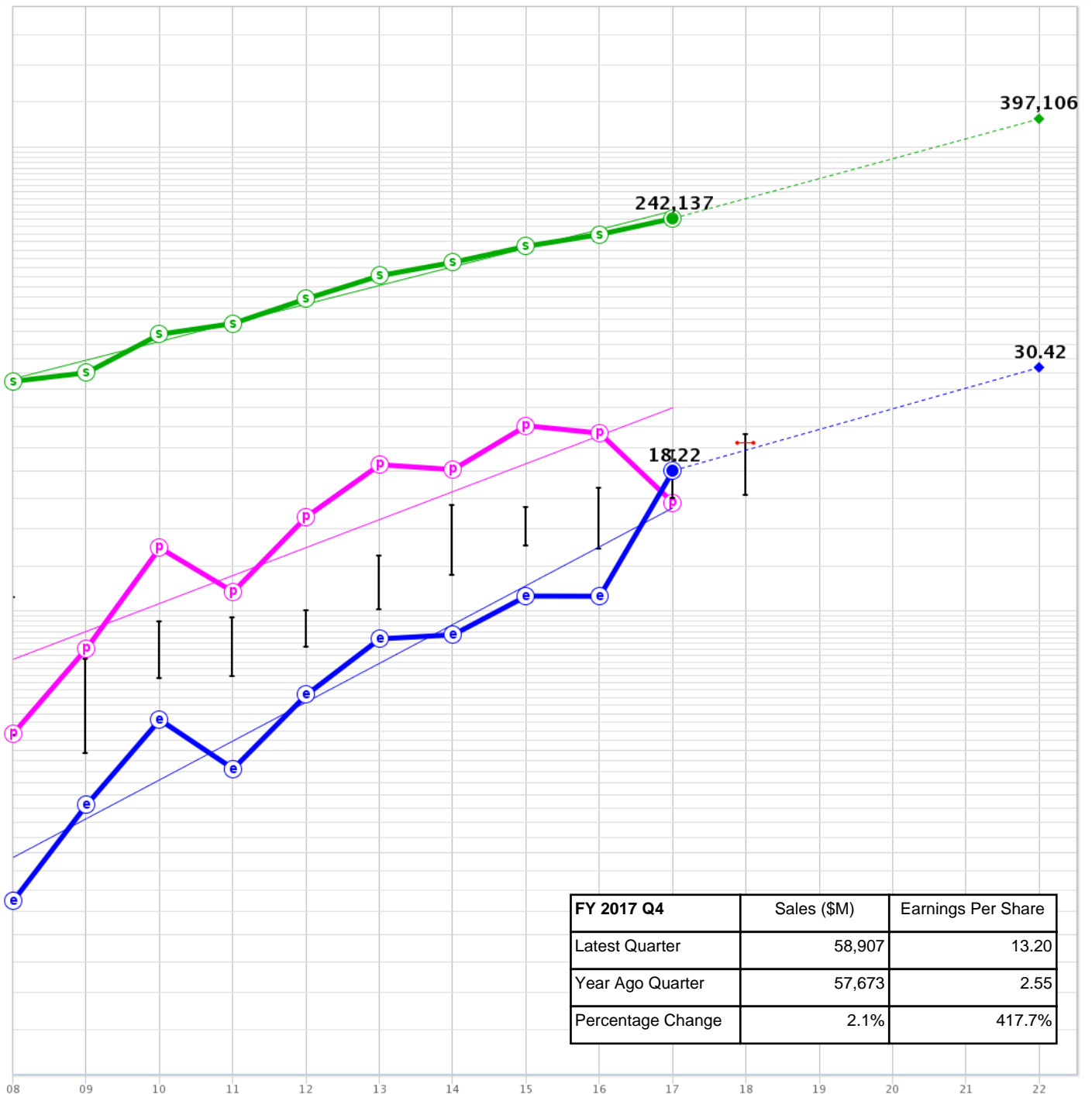


Company	Berkshire Hathaway		Date	03/13/18	
Prepared by	EMMONS		Data taken from	BI Stock Data	
Where traded	NYS	Industry	Insurance - Diversified		
Capitalization --- Outstanding Amounts	Reference				
Preferred (\$M)	0.0	% Insiders	% Institution		
Common (M Shares)	2,467.3	0.0	30.0		
Debt (\$M)	102,587.0	% to Tot Cap	22.8	% Pot Dil	0.0

Stock Selection Guide

Symbol: BRK.B

1 VISUAL ANALYSIS of Sales, Earnings, and Price



FY 2017 Q4	Sales (\$M)	Earnings Per Share
Latest Quarter	58,907	13.20
Year Ago Quarter	57,673	2.55
Percentage Change	2.1%	417.7%

- | | | | |
|-----------------------------------|-------|--|-------|
| (1) Historical Sales Growth | 9.7% | (3) Historical Earnings Per Share Growth | 21.3% |
| (2) Estimated Future Sales Growth | 10.4% | (4) Estimated Future Earnings Per Share Growth | 10.8% |

2 EVALUATING Management

Berkshire Hathaway

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Last 5 Year Avg.
Pre-tax Profit on Sales	7.0%	10.3%	14.0%	10.7%	13.7%	15.8%	14.4%	16.6%	15.1%	9.8%	14.3%
% Earned on Equity	4.6%	6.2%	8.3%	6.4%	7.9%	9.4%	8.4%	9.7%	8.9%	14.6%	10.2%
% Debt To Capital	25.2%	22.4%	27.1%	26.8%	25.1%	24.6%	25.0%	24.8%	26.4%	22.8%	24.7%

3 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 209.13 (03/13/18)

HIGH THIS YEAR 217.62

LOW THIS YEAR 160.93

	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
2013	119.3	91.3	7.90	15.1	11.6	0.00	0.0	0.0
2014	152.9	108.1	8.06	19.0	13.4	0.00	0.0	0.0
2015	151.7	125.5	9.77	15.5	12.8	0.00	0.0	0.0
2016	167.3	123.6	9.76	17.1	12.7	0.00	0.0	0.0
2017	200.5	158.6	18.22	11.0	8.7	0.00	0.0	0.0
AVERAGE		121.4		15.5	11.8		0.0	
CURRENT/TTM			18.22			0.00	0.0	
AVERAGE PRICE EARNINGS RATIO: 13.7				CURRENT PRICE EARNINGS RATIO: 11.5				

4 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

Avg. High P/E 16.0 X Estimate High Earnings/Share 30.42 = Forecasted High Price \$ 486.7

B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 12.6 X Estimate Low Earnings/Share 9.76 = Forecasted Low Price \$ 123.0

(b) Avg. Low Price of Last 5 Years 121.4

(c) Recent Market Low Price 123.6

(d) Price Dividend Will Support $\frac{\text{Indicated Dividend}}{\text{High Yield}} = \frac{0.00}{0.00\%} = 0.0$

Selected Forecasted Low Price \$ 123.0

C ZONING using 25%-50%-25%

Forecasted High Price 486.7 Minus Forecasted Low Price 123.0 = 363.7 Range. 25% of Range 90.9

Buy Zone 123.0 to 213.9

Hold Zone 213.9 to 395.8

Sell Zone 395.8 to 486.7

Present Market Price of 209.13 is in the **BUY** Zone

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

$\frac{\text{High Price} - \text{Present Price}}{\text{Present Price} - \text{Low Price}} = \frac{486.7 - 209.13}{209.13 - 123.0} = \frac{277.59}{86.13} = 3.2$ To 1

E PRICE TARGET (Note: This shows the potential market price appreciation over the next five years in simple interest terms.)

$\frac{\text{High Price} - \text{Closing Price}}{\text{Closing Price}} = \frac{486.7 - 209.13}{209.13} = 2.3274$ X 100 = 232.74 - 100 = 132.7 % 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 $\frac{\text{Indicated Annual Dividend}}{\text{Closing Price}} = \frac{0.00}{209.13} = 0.0000 = 0.0\%$ Current Yield

B AVERAGE YIELD - USING FORECAST HIGH P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast High PE}} = \frac{0.0\%}{16.00} = 0.0\%$

AVERAGE YIELD - USING FORECAST AVERAGE P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast Average PE}} = \frac{0.0\%}{14.30} = 0.0\%$

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

Annualized Appreciation 18.4 %
Average Yield 0.0 %
Annualized Rate of Return 18.4 %

COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

Annualized Appreciation 15.8 %
Average Yield 0.0 %
Annualized Rate of Return 15.8 %