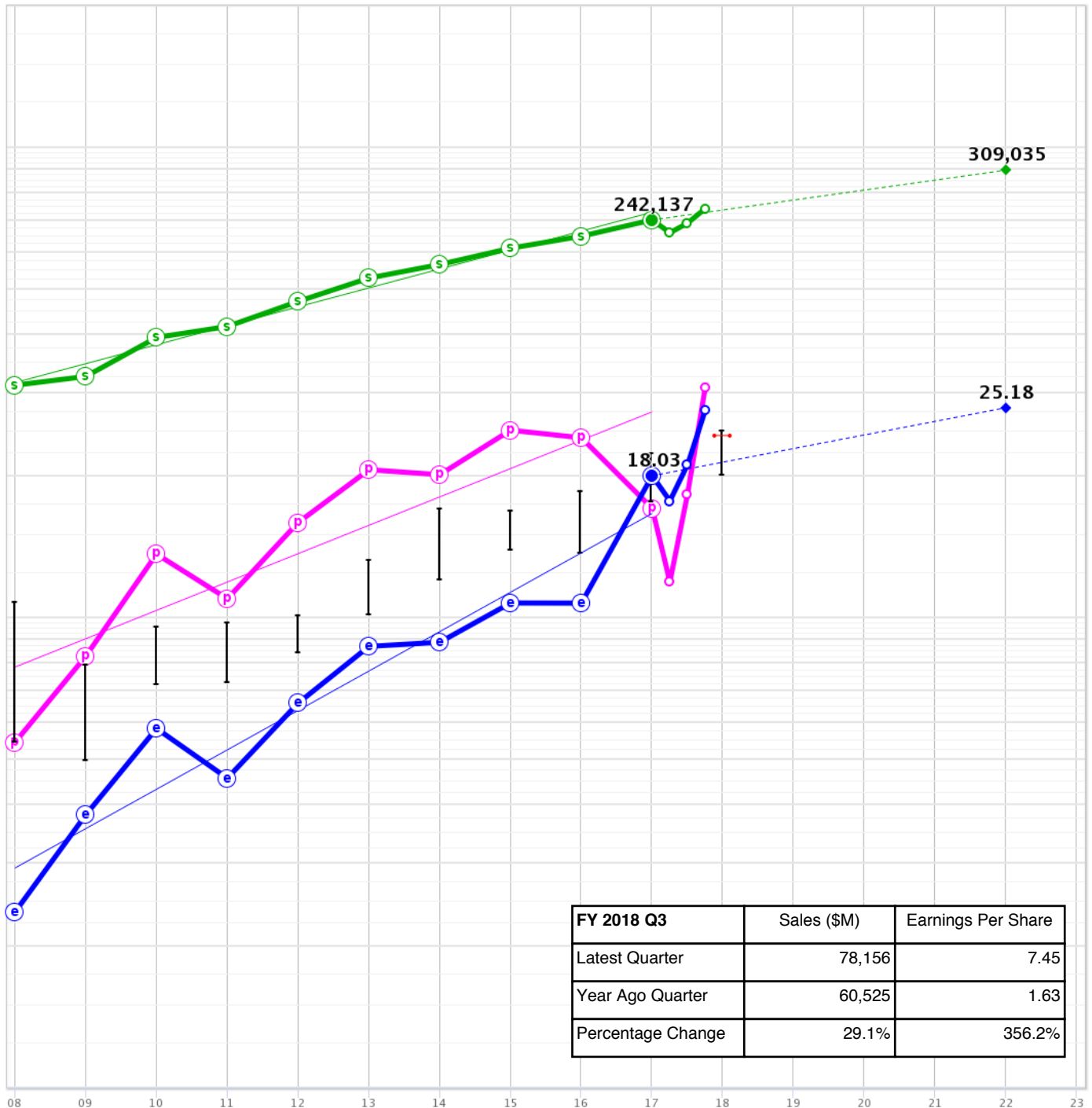


Company	Berkshire Hathaway		Date	11/09/18	
Prepared by	K EMMONS		Data taken from	BI Stock Data	
Where traded	NYS	Industry	Insurance - Diversified		
Capitalization --- Outstanding Amounts	Reference				
Preferred (\$M)	0.0	% Insiders	% Institution		
Common (M Shares)	2,490.2	0.0	22.4		
Debt (\$M)	97,640.0	% to Tot Cap	20.6	% Pot Dil	0.0

Stock Selection Guide

Symbol: BRK.B

1 VISUAL ANALYSIS of Sales, Earnings, and Price



FY 2018 Q3	Sales (\$M)	Earnings Per Share
Latest Quarter	78,156	7.45
Year Ago Quarter	60,525	1.63
Percentage Change	29.1%	356.2%

- | | | | |
|-----------------------------------|------|--|-------|
| (1) Historical Sales Growth | 9.7% | (3) Historical Earnings Per Share Growth | 21.3% |
| (2) Estimated Future Sales Growth | 5.0% | (4) Estimated Future Earnings Per Share Growth | 6.9% |

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%	6.1%	8.3%	6.4%	7.8%	9.3%	8.3%	9.7%	8.9%	14.5%	10.1%
% 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 219.63 (11/09/18)

HIGH THIS YEAR 224.07

LOW THIS YEAR 180.44

	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	7.82	15.3	11.7	0.00	0.0	0.0
2014	152.9	108.1	7.98	19.2	13.5	0.00	0.0	0.0
2015	151.7	125.5	9.67	15.7	13.0	0.00	0.0	0.0
2016	167.3	123.6	9.67	17.3	12.8	0.00	0.0	0.0
2017	200.5	158.6	18.04	11.1	8.8	0.00	0.0	0.0
AVERAGE		121.4		15.7	12.0		0.0	
CURRENT/TTM			24.87			0.00	0.0	
AVERAGE PRICE EARNINGS RATIO: 13.8				CURRENT PRICE EARNINGS RATIO: 8.8				

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 25.18 = Forecasted High Price \$ 402.8

B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 12.0 X Estimate Low Earnings/Share 10.00 = Forecasted Low Price \$ 120.0

(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 402.8 Minus Forecasted Low Price 123.0 = 279.8 Range. 25% of Range 70.0

Buy Zone 123.0 to 193.0

Hold Zone 193.0 to 332.9

Sell Zone 332.9 to 402.8

Present Market Price of 219.63 is in the **HOLD** Zone

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

$\frac{\text{High Price} - \text{Present Price}}{\text{Present Price} - \text{Low Price}} = \frac{402.8 - 219.63}{219.63 - 123.0} = \frac{183.20}{96.63} = 1.9$ To 1

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

$\frac{\text{High Price} - \text{Closing Price}}{\text{Closing Price}} = \frac{402.8 - 219.63}{219.63} = 1.8341$ X 100 = 183.41 - 100 = 83.4 % 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 $\frac{\text{Indicated Annual Dividend}}{\text{Closing Price}} = \frac{0.00}{219.63} = 0.0000 = 0.0\%$ 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

$\frac{\text{Avg. \% Payout}}{\text{Forecast Average PE}} = \frac{0.0\%}{14.00} = 0.0\%$

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

Annualized Appreciation 12.9 %
Average Yield 0.0 %
Annualized Rate of Return 12.9 %

COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

Annualized Appreciation 9.9 %
Average Yield 0.0 %
Annualized Rate of Return 9.9 %