

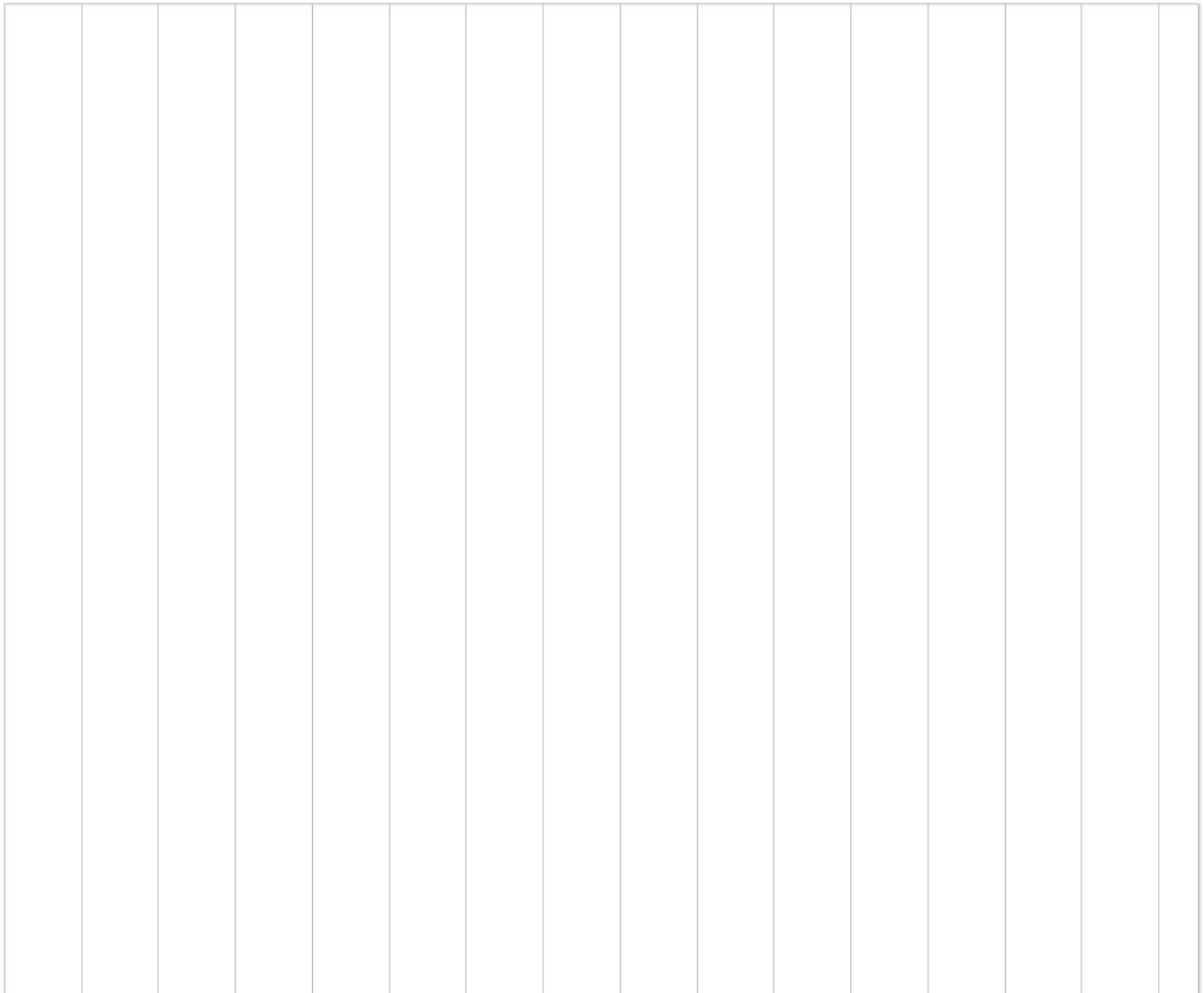


Company	Microsoft		Date	05/08/18	
Prepared by	HENRIKSON		Data taken from	BI Stock Data	
Where traded	NAS		Industry	Software - Infrastructure	
Capitalization --- Outstanding Amounts	Reference				
Preferred (\$M)	0.0	% Insiders	% Institution		
Common (M Shares)	7,794.0	6.0	76.8		
Debt (\$M)	77,157.0	% to Tot Cap	49.3	% Pot Dil	1.2

Stock Selection Guide

Symbol: MSFT

1 VISUAL ANALYSIS of Sales, Earnings, and Price



FY 2018 Q3	Sales (\$M)	Earnings Per Share
Latest Quarter	26,819	0.95
Year Ago Quarter	22,090	0.61
Percentage Change	21.4%	55.7%

08	09	10	11	12	13	14	15	16	17	18	19	20	21	22	23
(1) Historical Sales Growth	5.6%	(3) Historical Earnings Per Share Growth	2.2%												
(2) Estimated Future Sales Growth	9.0%	(4) Estimated Future Earnings Per Share Growth	21.0%												

2 EVALUATING Management

Microsoft

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Last 5 Year Avg.
Pre-tax Profit on Sales	39.4%	33.9%	40.0%	40.1%	30.2%	34.7%	32.0%	19.8%	23.1%	25.7%	27.1%
% Earned on Equity	47.2%	36.5%	39.4%	39.5%	24.4%	28.0%	24.8%	13.2%	21.9%	30.0%	23.6%
% Debt To Capital	0.0%	12.7%	11.4%	17.3%	15.3%	16.5%	20.1%	30.6%	42.7%	54.4%	32.9%

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 95.81 (05/08/18)

HIGH THIS YEAR 97.90

LOW THIS YEAR 67.14

	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	35.8	26.3	2.58	13.9	10.2	0.89	34.5	3.4
2014	42.3	30.8	2.63	16.1	11.7	1.07	40.7	3.5
2015	50.0	40.1	1.48	33.8	27.1	1.21	81.8	3.0
2016	56.9	39.7	2.10	27.1	18.9	1.39	66.2	3.5
2017	72.9	50.4	2.71	26.9	18.6	1.53	56.5	3.0
AVERAGE		37.5		23.5	17.3		55.9	
CURRENT/TTM			1.81			1.68	92.8	
AVERAGE PRICE EARNINGS RATIO: 20.4				CURRENT PRICE EARNINGS RATIO: 52.9				

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 25.0 X Estimate High Earnings/Share 4.69 = Forecasted High Price \$ 117.3

B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 17.3 X Estimate Low Earnings/Share 2.71 = Forecasted Low Price \$ 46.9

(b) Avg. Low Price of Last 5 Years 37.5

(c) Recent Market Low Price 39.7

(d) Price Dividend Will Support $\frac{\text{Indicated Dividend}}{\text{High Yield}} = \frac{1.68}{3.50\%} = 48.0$

Selected Forecasted Low Price \$ 65.0

C ZONING using 25%-50%-25%

Forecasted High Price 117.3 Minus Forecasted Low Price 65.0 = 52.3 Range. 25% of Range 13.1

Buy Zone 65.0 to 78.1

Hold Zone 78.1 to 104.2

Sell Zone 104.2 to 117.3

Present Market Price of 95.81 is in the **HOLD** Zone

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

$\frac{\text{High Price} - \text{Present Price}}{\text{Present Price} - \text{Low Price}} = \frac{117.3 - 95.81}{95.81 - 65.0} = \frac{21.44}{30.81} = 0.7$ To 1

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

$\frac{\text{High Price}}{\text{Closing Price}} = \frac{117.3}{95.81} = 1.2238$ X 100 = 122.38 - 100 = 22.4 % 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 $\frac{\text{Indicated Annual Dividend}}{\text{Closing Price}} = \frac{1.53}{95.81} = 0.0175 = 1.8\%$ Current Yield

B AVERAGE YIELD - USING FORECAST HIGH P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast High PE}} = \frac{55.9\%}{25.00} = 2.2\%$

AVERAGE YIELD - USING FORECAST AVERAGE P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast Average PE}} = \frac{55.9\%}{21.15} = 2.6\%$

C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

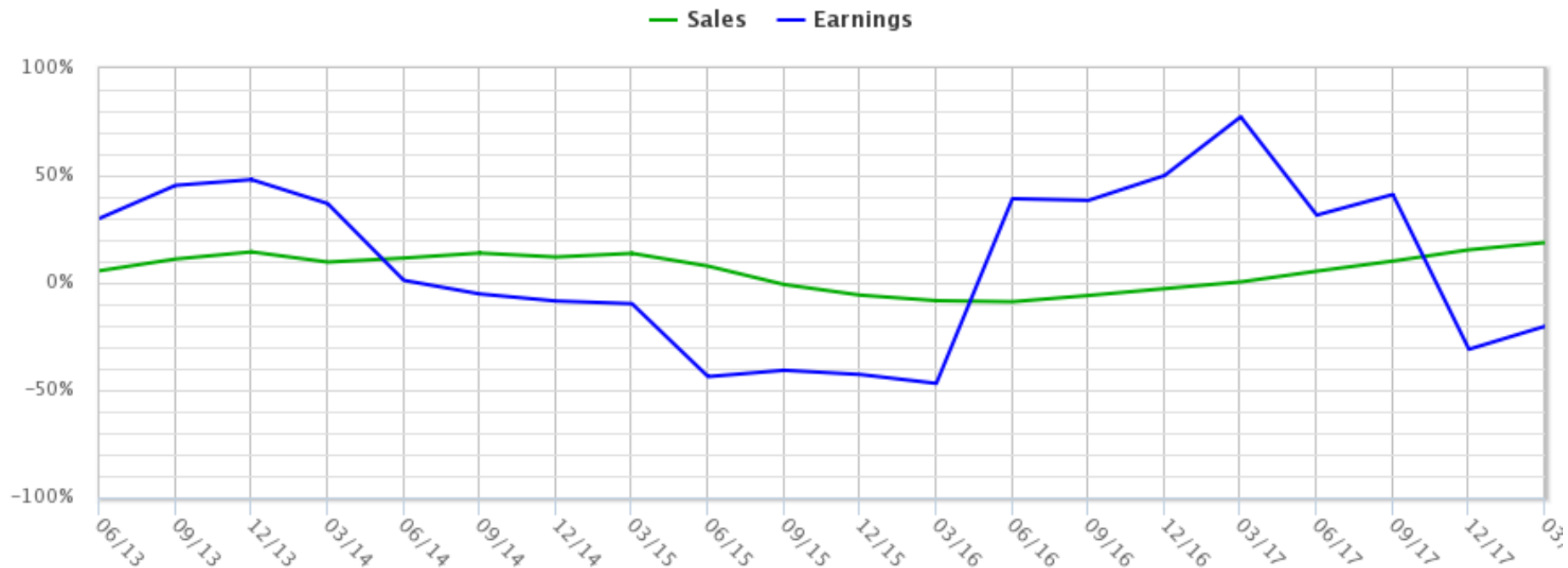
Annualized Appreciation 4.1 %
Average Yield 2.2 %
Annualized Rate of Return 6.4 %

COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

Annualized Appreciation 0.7 %
Average Yield 2.6 %
Annualized Rate of Return 3.3 %

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	
03/18	0.95	55.7	8,641.0	32.2	46.1	26,819.0	21.4	14.1	1.81	31,339.0	30.3	103,592.0	14,336.8	45.7	-20.3	49.6	18.7		
12/17	-0.82	-224.2	9,169.0	31.7	44.1	28,918.0	20.0	168.7	1.47	28,614.0	28.9	98,863.0	13,431.4	46.9	-31.0	42.6	15.4		
09/17	0.84	40.0	7,984.0	32.5	49.9	24,538.0	20.0	17.6	2.95	25,808.0	27.4	94,035.0	2,407.2	9.3	41.1	31.9	10.1		
06/17	0.84	110.0	5,545.0	23.8	65.7	23,317.0	13.1	-17.5	2.71	23,149.0	25.7	89,950.0	1,828.2	7.9	31.6	17.2	5.4		
03/17	0.61	29.8	5,916.0	26.8	17.5	22,090.0	7.6	18.9	2.27	20,951.0	24.0	87,247.0	2,921.1	13.9	77.3	43.0	0.4		
12/16	0.66	6.5	6,363.0	26.4	8.7	24,090.0	1.2	18.3	2.13	20,071.0	23.4	85,688.0	3,128.1	15.6	50.0	24.4	-2.7		
09/16	0.60	5.3	5,325.0	26.0	-3.4	20,453.0	0.4	11.9	2.09	19,563.0	22.9	85,394.0	2,870.9	14.7	38.4	7.9	-5.9		
06/16	0.40	205.3	3,347.0	16.2	290.6	20,614.0	-7.1	6.7	2.06	19,751.0	23.1	85,320.0	3,109.8	15.7	39.2	6.7	-8.8		
03/16	0.47	-23.0	5,036.0	24.5	-22.7	20,531.0	-5.5	25.4	1.28	14,648.0	16.9	86,886.0	-940.8	-6.4	-46.9	-45.4	-8.3		
12/15	0.62	-12.7	5,855.0	24.6	-25.4	23,796.0	-10.1	14.6	1.42	16,129.0	18.3	88,084.0	-1,112.9	-6.9	-42.7	-40.9	-5.7		

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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
09/15	0.57	5.6	5,513.0	27.1	-6.5	20,379.0	-12.2	16.2	1.51	18,124.0	20.0	90,758.0	-767.1	-4.2	-40.8	-33.6	-0.8
06/15	-0.38	-169.1	-1,756.0	-7.9	-126.7	22,180.0	-5.1	-82.0	1.48	18,507.0	19.8	93,580.0	-468.7	-2.5	-43.7	-33.5	7.8
03/15	0.61	-10.3	6,517.0	30.0	-6.3	21,729.0	6.5	23.5	2.41	26,840.0	28.3	94,782.0	6,824.1	25.4	-9.7	-2.0	13.7
12/14	0.71	-9.0	7,850.0	29.7	-0.4	26,470.0	8.0	25.3	2.48	27,280.0	29.2	93,456.0	6,603.8	24.2	-8.5	-2.7	12.0
09/14	0.54	-12.9	5,896.0	25.4	-8.0	23,201.0	25.2	23.0	2.55	27,308.0	29.8	91,505.0	6,026.9	22.1	-5.2	-2.2	13.9
06/14	0.55	-6.8	6,577.0	28.1	7.0	23,382.0	17.5	29.9	2.63	27,820.0	32.0	86,833.0	5,803.3	20.9	1.2	2.8	11.5
03/14	0.68	-5.6	6,957.0	34.1	-8.5	20,403.0	-0.4	18.6	2.67	27,388.0	32.9	83,347.0	4,981.9	18.2	36.9	28.8	9.6
12/13	0.78	2.6	7,878.0	32.1	1.4	24,519.0	14.3	16.8	2.71	28,034.0	33.6	83,433.0	5,219.9	18.6	48.1	40.0	14.4
09/13	0.62	17.0	6,408.0	34.6	15.8	18,529.0	15.7	18.2	2.69	27,926.0	34.7	80,370.0	5,281.5	18.9	45.4	36.3	11.1
06/13	0.59	1,083.3	6,145.0	30.9	1,611.7	19,896.0	10.2	19.2	2.60	27,052.0	34.7	77,849.0	5,193.3	19.2	30.0	21.5	5.6
03/13	0.72	20.0	7,603.0	37.1	19.5	20,489.0	17.7	20.4	1.95	21,266.0	28.0	76,012.0	15,664.5	73.7	-28.8	-24.7	4.1
12/12	0.76	-2.6	7,770.0	36.2	-5.7	21,456.0	2.7	17.9	1.83	20,026.0	27.5	72,930.0	14,719.1	73.5	-33.5	-28.2	1.2
09/12	0.53	-22.1	5,534.0	34.6	-24.3	16,008.0	-7.9	19.3	1.85	20,495.0	28.3	72,359.0	15,149.4	73.9	-32.5	-27.2	1.7
06/12	-0.06	-108.8	359.0	2.0	-94.3	18,059.0	4.0	237.1	2.00	22,267.0	30.2	73,723.0	16,579.5	74.5	-25.4	-20.7	5.4
03/12	0.60	-1.6	6,363.0	36.6	5.6	17,407.0	6.0	19.7	2.74	28,227.0	38.7	73,031.0	4,785.9	17.0	9.2	1.6	6.4
12/11	0.78	1.3	8,239.0	39.4	-3.0	20,885.0	4.7	19.6	2.75	27,889.0	38.7	72,052.0	4,271.2	15.3	17.0	2.9	8.0
09/11	0.68	9.7	7,306.0	42.1	1.1	17,372.0	7.3	21.5	2.74	28,147.0	39.6	71,120.0	4,474.7	15.9	18.1	2.4	8.2
06/11	0.68	33.3	6,319.0	36.4	4.9	17,367.0	8.3	7.0	2.68	28,071.0	40.1	69,943.0	4,722.9	16.8	27.6	12.2	11.9
03/11	0.61	35.6	6,025.0	36.7	12.8	16,428.0	13.3	13.2	2.51	27,776.0	40.5	68,615.0	5,920.5	21.3	30.1	20.1	15.2
12/10	0.77	4.1	8,497.0	42.6	-4.3	19,953.0	4.9	21.9	2.35	27,092.0	40.6	66,690.0	6,576.6	24.3	29.8	24.0	13.6
09/10	0.62	55.0	7,230.0	44.6	51.7	16,195.0	25.3	25.2	2.32	27,478.0	41.8	65,759.0	6,881.2	25.0	50.6	47.8	16.8
06/10	0.51	50.0	6,024.0	37.6	45.4	16,039.0	22.4	25.0	2.10	25,013.0	40.0	62,484.0	6,252.6	25.0	29.6	26.2	6.9
03/10	0.45	36.4	5,341.0	36.8	31.9	14,503.0	6.3	25.0	1.93	23,131.0	38.8	59,544.0	5,867.8	25.4	10.9	6.9	-2.7
12/09	0.74	57.4	8,883.0	46.7	57.6	19,022.0	14.4	25.0	1.81	21,840.0	37.2	58,689.0	5,621.6	25.7	-3.7	-2.5	-5.3
09/09	0.40	-16.7	4,765.0	36.9	-20.5	12,920.0	-14.2	25.0	1.54	18,595.0	33.0	56,296.0	4,831.4	26.0	-19.4	-21.2	-8.8
06/09	0.34	-26.1	4,142.0	31.6	-30.6	13,099.0	-17.3	26.5	1.62	19,821.0	33.9	58,437.0	5,250.1	26.5	-13.8	-16.8	-3.3
03/09	0.33	-29.8	4,050.0	29.7	-15.8	13,648.0	-5.6	26.5	1.74	21,647.0	35.4	61,175.0	5,816.0	26.9			
12/08	0.47	-6.0	5,638.0	33.9	-17.3	16,629.0	1.6	26.0	1.88	22,407.0	36.2	61,981.0	5,027.6	22.4			
09/08	0.48	6.7	5,991.0	39.8	-3.6	15,061.0	9.4	27.0	1.91	23,589.0	38.2	61,719.0	5,588.2	23.7			
06/08	0.46		5,968.0	37.7		15,837.0		28.0									
03/08	0.47		4,810.0	33.3		14,454.0		8.8									
12/07	0.50		6,820.0	41.7		16,367.0		31.0									
09/07	0.45		6,216.0	45.2		13,762.0		31.0									