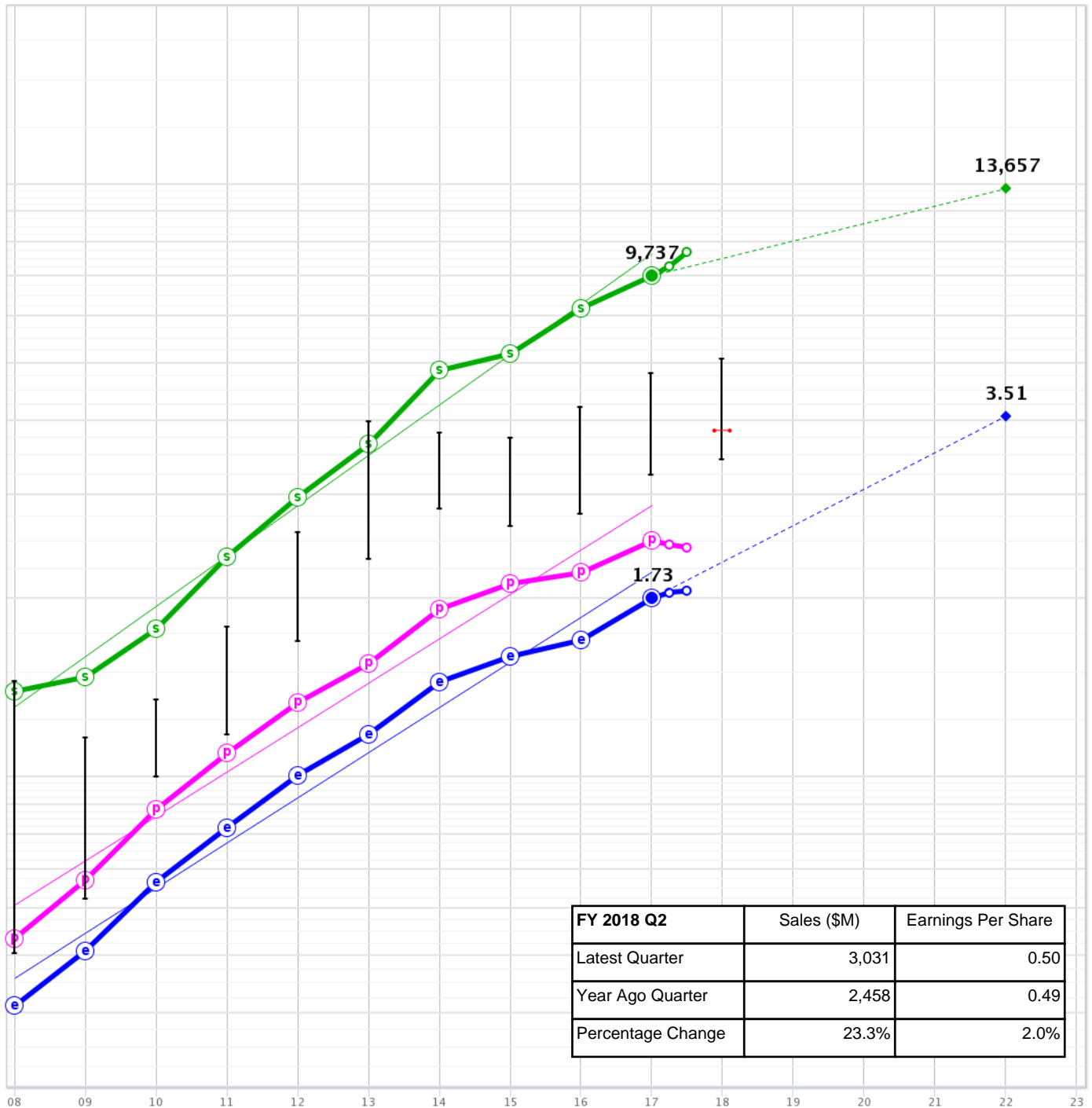


Company	LKQ		Date	09/10/18	
Prepared by	KEPHART		Data taken from	BI Stock Data	
Where traded	NAS	Industry	Auto Parts		
Capitalization --- Outstanding Amounts	Reference				
Preferred (\$M)	0.0	% Insiders	% Institution		
Common (M Shares)	314.0	1.4	85.5		
Debt (\$M)	4,438.5	% to Tot Cap	48.5	% Pot Dil	0.5

# Stock Selection Guide

Symbol: LKQ

## 1 VISUAL ANALYSIS of Sales, Earnings, and Price



- |                                   |       |  |       |
|-----------------------------------|-------|--|-------|
| (1) Historical Sales Growth       | 21.6% | (3) Historical Earnings Per Share Growth       | 19.2% |
| (2) Estimated Future Sales Growth | 7.0%  | (4) Estimated Future Earnings Per Share Growth | 15.2% |

## 2 EVALUATING Management

LKQ

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Last 5 Year Avg.
Pre-tax Profit on Sales	8.4%	10.0%	10.9%	10.3%	9.9%	9.4%	8.7%	9.0%	7.9%	7.9%	8.6%
% Earned on Equity	9.7%	10.6%	11.8%	13.2%	13.2%	13.6%	14.2%	13.9%	13.2%	13.2%	13.6%
% Debt To Capital	38.6%	33.8%	29.8%	36.8%	36.3%	35.7%	40.7%	33.7%	49.3%	44.8%	40.8%

## 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** 33.21 (09/10/18)

**HIGH THIS YEAR** 43.86

**LOW THIS YEAR** 29.60

	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	34.3	20.1	1.02	33.6	19.7	0.00	0.0	0.0	
2014	32.9	24.5	1.25	26.3	19.6	0.00	0.0	0.0	
2015	32.3	22.9	1.38	23.4	16.6	0.00	0.0	0.0	
2016	36.4	24.0	1.47	24.7	16.3	0.00	0.0	0.0	
2017	41.4	27.9	1.73	23.9	16.1	0.00	0.0	0.0	
AVERAGE		23.9		26.4	17.6		0.0		
CURRENT/TTM			1.78			0.00	0.0		
AVERAGE PRICE EARNINGS RATIO: 22.0					CURRENT PRICE EARNINGS RATIO: 18.7				

## 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 24.0 X Estimate High Earnings/Share 3.51 = Forecasted High Price \$ 84.2

### B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 17.6 X Estimate Low Earnings/Share 1.73 = Forecasted Low Price \$ 30.4

(b) Avg. Low Price of Last 5 Years 23.9

(c) Recent Market Low Price 24.0

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

Selected Forecasted Low Price \$ 26.0

### C ZONING using 25%-50%-25%

Forecasted High Price 84.2 Minus Forecasted Low Price 26.0 = 58.2 Range. 25% of Range 14.6

Buy Zone 26.0 to 40.6

Hold Zone 40.6 to 69.7

Sell Zone 69.7 to 84.2

Present Market Price of 33.21 is in the **BUY** Zone

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

$\frac{\text{High Price} - \text{Present Price}}{\text{Present Price} - \text{Low Price}} = \frac{84.2 - 33.21}{33.21 - 26.0} = \frac{51.03}{7.21} = 7.1$  To 1

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

$\frac{\text{High Price} - \text{Closing Price}}{\text{Closing Price}} = \frac{84.2 - 33.21}{33.21} = 2.5366 \times 100 = 253.66 - 100 = 153.7\%$  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**  $\frac{\text{Indicated Annual Dividend}}{\text{Closing Price}} = \frac{0.00}{33.21} = 0.0000 = 0.0\%$  Current Yield

### B AVERAGE YIELD - USING FORECAST HIGH P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast High PE}} = \frac{0.0\%}{24.00} = 0.0\%$

### AVERAGE YIELD - USING FORECAST AVERAGE P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast Average PE}} = \frac{0.0\%}{20.80} = 0.0\%$

### C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

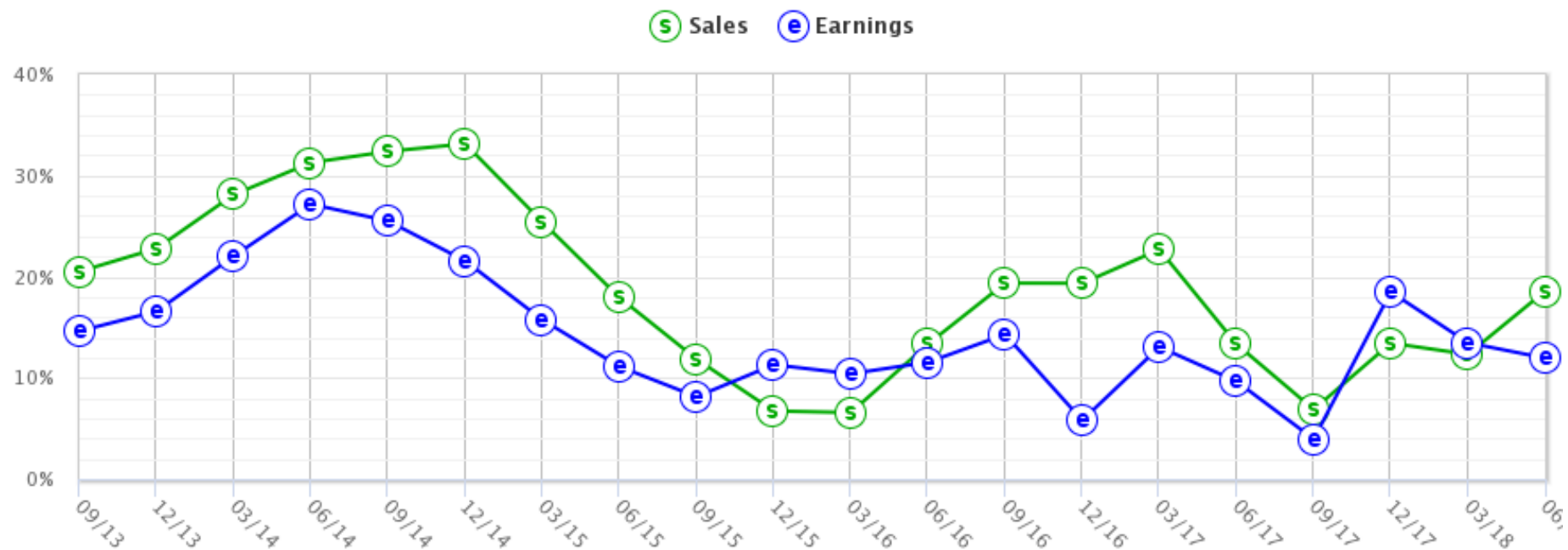
Annualized Appreciation 20.5 %  
Average Yield 0.0 %  
Annualized Rate of Return 20.5 %

### COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

Annualized Appreciation 17.1 %  
Average Yield 0.0 %  
Annualized Rate of Return 17.1 %

**Quarterly Growth Trend Data**

Graph: Trailing 4 Quarters, Last 5 Years of Data



Period	Quarterly Data								Last 12 Months Data								
	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
06/18	0.50	2.0	218.1	7.2	-3.4	3,030.8	23.3	27.9	1.78	747.1	7.0	10,687.2	195.7	26.2	11.9	1.7	18.6
03/18	0.49	8.9	200.9	7.4	-5.6	2,720.8	16.1	24.7	1.77	754.8	7.5	10,114.8	208.6	27.6	13.5	4.2	12.3
12/17	0.40	60.0	150.2	6.1	28.4	2,469.9	35.3	19.5	1.73	766.6	7.9	9,736.9	229.5	29.9	18.5	13.2	13.4
09/17	0.39	-2.5	177.9	7.2	-0.7	2,465.8	3.3	32.7	1.58	733.4	8.1	9,092.1	243.1	33.1	3.9	4.8	6.9
06/17	0.49	6.5	225.8	9.2	4.8	2,458.4	0.3	33.6	1.59	734.7	8.2	9,013.1	241.6	32.9	9.7	8.8	13.3
03/17	0.45	28.6	212.8	9.1	28.4	2,342.8	21.9	33.9	1.56	724.4	8.0	9,005.4	240.3	33.2	13.0	12.2	22.7
12/16	0.25	-19.4	116.9	6.4	-16.1	1,825.0	4.4	32.3	1.46	677.3	7.9	8,584.0	226.1	33.4	5.8	4.4	19.3
09/16	0.40	21.2	179.2	7.5	15.7	2,386.8	30.3	31.7	1.52	699.8	8.2	8,507.9	230.3	32.9	14.3	9.5	19.4
06/16	0.46	17.9	215.5	8.8	16.1	2,450.7	33.3	34.8	1.45	675.5	8.5	7,952.8	226.0	33.5	11.5	8.2	13.3
03/16	0.35	0.0	165.7	8.6	-2.0	1,921.5	8.3	34.8	1.38	645.6	8.8	7,340.2	216.2	33.5	10.4	7.9	6.6

**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
12/15	0.31	19.2	139.4	8.0	7.5	1,748.9	3.8	30.5	1.38	649.0	9.0	7,192.6	218.6	33.7	11.3	10.4	6.7
09/15	0.33	10.0	155.0	8.5	10.8	1,831.7	6.4	33.9	1.33	639.3	9.0	7,127.8	226.2	35.4	8.1	10.9	11.9
06/15	0.39	14.7	185.6	10.1	16.2	1,838.1	7.5	34.9	1.30	624.2	8.9	7,017.1	221.1	35.4	11.1	14.3	17.9
03/15	0.35	2.9	169.1	9.5	6.5	1,773.9	9.1	35.5	1.25	598.3	8.7	6,888.2	210.7	35.2	15.7	19.0	25.4
12/14	0.26	4.0	129.7	7.7	9.4	1,684.1	27.9	37.3	1.24	587.9	8.7	6,740.1	204.8	34.8	21.6	23.6	33.1
09/14	0.30	25.0	139.8	8.1	28.2	1,721.0	32.6	34.0	1.23	576.8	9.1	6,372.6	196.7	34.1	25.5	27.1	32.4
06/14	0.34	36.0	159.7	9.3	37.1	1,709.1	36.5	34.0	1.17	546.0	9.2	5,949.7	184.3	33.8	27.2	27.5	31.3
03/14	0.34	21.4	158.7	9.8	20.4	1,625.8	35.9	34.0	1.08	502.8	9.2	5,492.3	170.9	34.0	22.0	21.8	28.1
12/13	0.25	19.0	118.6	9.0	22.7	1,316.7	23.3	34.3	1.02	475.8	9.4	5,062.5	163.9	34.4	16.6	16.3	22.8
09/13	0.24	33.3	109.0	8.4	31.0	1,298.1	27.7	32.7	0.98	453.9	9.4	4,813.8	157.8	34.8	14.6	14.4	20.5
06/13	0.25	16.3	116.4	9.3	15.1	1,251.7	24.4	35.0	0.92	428.1	9.4	4,532.4	151.4	35.4	9.5	8.8	20.5
03/13	0.28	3.7	131.8	11.0	2.9	1,196.0	15.9	35.8	0.89	412.8	9.6	4,287.2	147.9	35.8	12.7	12.1	22.0
12/12	0.21	10.5	96.6	9.0	14.7	1,067.9	13.7	35.6	0.88	409.2	9.9	4,122.9	147.6	36.1	23.2	21.9	26.1
09/12	0.18	9.1	83.3	8.2	4.0	1,016.7	29.7	35.1	0.86	396.8	9.9	3,994.6	140.8	35.5	28.6	24.8	33.0
06/12	0.22	34.4	101.2	10.1	33.5	1,006.5	32.5	36.8	0.84	393.5	10.5	3,761.8	143.0	36.3	34.4	32.8	33.0
03/12	0.27	38.5	128.1	12.4	33.8	1,031.8	31.2	36.8	0.79	368.1	10.5	3,515.0	135.3	36.7	31.9	30.1	32.5
12/11	0.19	31.0	84.2	9.0	26.8	939.6	39.4	33.3	0.71	335.8	10.3	3,269.9	125.4	37.4	22.4	24.3	32.4
09/11	0.17	32.0	80.0	10.2	37.3	783.9	29.0	38.5	0.67	318.0	10.6	3,004.3	122.3	38.5	18.8	22.2	27.7
06/11	0.16	23.1	75.8	10.0	21.1	759.7	29.9	38.4	0.63	296.3	10.5	2,828.0	113.9	38.5	15.7	18.4	26.3
03/11	0.20	8.3	95.7	12.2	15.6	786.6	30.3	39.2	0.60	283.0	10.7	2,653.0	109.6	38.7	16.7	20.2	23.6
12/10	0.15	16.0	66.4	9.9	17.6	674.1	21.3	37.8	0.58	270.1	10.9	2,469.9	103.2	38.2	30.3	30.9	19.8
09/10	0.13	19.0	58.3	9.6	20.7	607.6	22.8	38.4	0.56	260.2	11.1	2,351.7	97.9	37.6	53.4	53.2	19.0
06/10	0.13	30.0	62.6	10.7	31.0	584.7	18.7	39.4	0.54	250.2	11.2	2,238.9	93.6	37.4	54.3	53.2	13.5
03/10	0.18	56.5	82.8	13.7	53.8	603.5	16.5	37.2	0.51	235.4	11.0	2,147.0	88.1	37.4	41.7	41.8	9.4
12/09	0.13	177.8	56.5	10.2	184.0	555.9	18.2	35.4	0.45	206.4	10.0	2,061.5	78.7	38.1	25.4	26.2	6.4
09/09	0.11	16.7	48.3	9.8	15.6	494.8	0.8	37.6	0.37	169.8	8.6	1,975.9	64.5	38.0			
06/09	0.10	-9.1	47.8	9.7	-5.3	492.8	1.7	39.6	0.35	163.3	8.3	1,971.7	63.0	38.6			
03/09	0.12	4.5	53.8	10.4	4.6	518.0	5.3	40.0	0.36	166.0	8.5	1,963.4	63.6	38.3			
12/08	0.05		19.9	4.2		470.3		34.8									
09/08	0.09		41.8	8.5		490.7		40.0									
06/08	0.11		50.5	10.4		484.4		38.6									
03/08	0.11		51.5	10.5		491.9		40.0									