

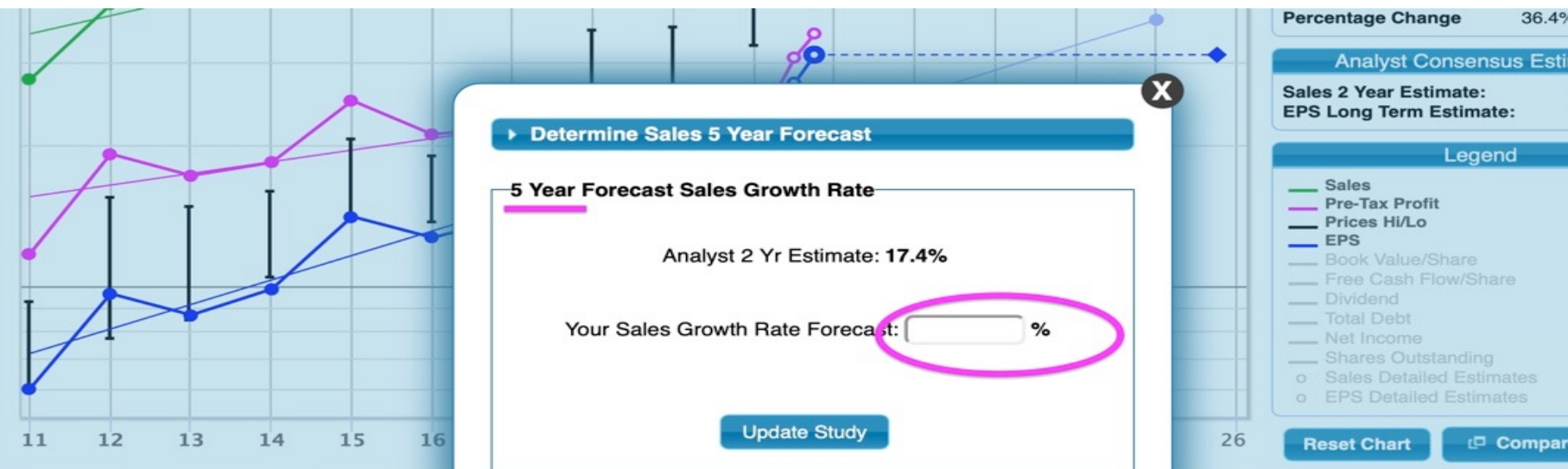
Finding analyst estimates of Sales & EPS growth – fast!

BI Golden West Chapter
Model Club Annual Meeting
June 11, 2022

Education Segment
Presented by Diana Faust

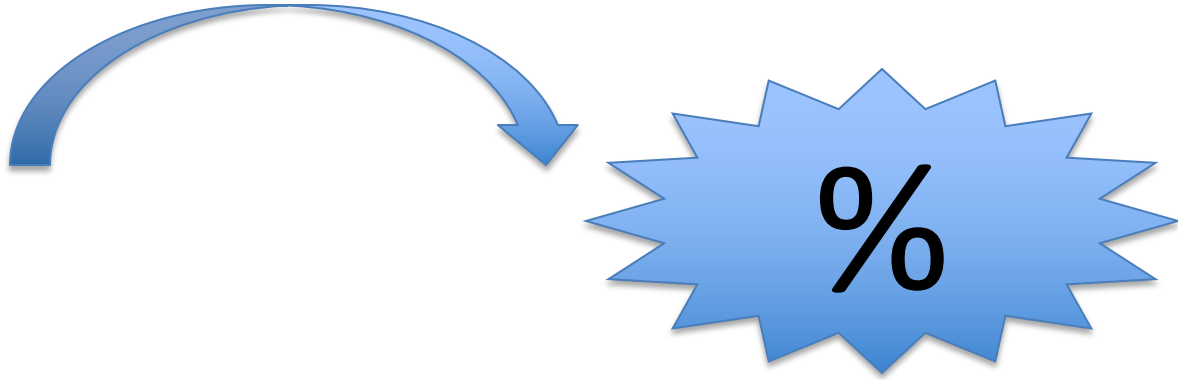


WHY? To help make *our* SSG judgments for 5-yr SALES & EARNINGS (EPS) growth



Fundamental Company Data											Growth(%)	Forecast (%)
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020		
Historical Sales (\$M)	108,249	156,508	170,910	182,795	233,715	215,639	229,234	265,595	260,174	274,515	9.3%	<input type="text"/>
Historical EPS (\$)	0.99	1.58	1.42	1.61	2.31	2.08	2.30	2.98	2.97	3.28	12.8%	<input type="text"/>
Pre-Tax Profit (\$M)	34,205	55,763	50,155	53,483	72,515	61,372	64,089	72,903	65,737	67,091	5.9%	

We're looking for percentages today



The SSG wants our judgments as percentages so **today** we'll find analysts' estimates as percentages.

Web Sources of ACE Estimates

- Finance.Yahoo.com (Reuters/Refinitiv)
- Morningstar.com (Morningstar)
- Zacks.com (Zacks)

I use these because they're from 3 different organizations; *some* sites use each other's numbers

BI recommends gathering estimates from at least 3 sources
Today we'll find FIVE estimates – super fast!

Analyst Estimate Template: MAKE A COPY to use!

Add Your Library Card # here:

Company/Ticker:

Current Price:

Date:

Date of Research:

52 wk hi & lo price

Date:

[Value Line Link](#) **to Newport Library site*

Date:

SALES GROWTH PROJECTIONS:

Morningstar % 2 yr: # Analysts: *(In box on SSG)*

Yahoo % 2 yr avg: #DIV/0! # Analysts: *(Current yr %: + Next yr %: / by 2)*

Zacks % 2 yr avg: #DIV/0! # Analysts: *(Current yr %: + Next yr %: / by 2)*

Value Line % 3-5 yrs: # Analysts: 1 *Value Line report dated: _____*

BI Members % 5 yrs: # Studies:

MY SALES EST: % 5 yrs:

EPS GROWTH PROJECTIONS:

Morningstar % 5 yr # Analysts: *(in box on SSG)*

Yahoo % 5 yr # Analysts:

Zacks % 5 yr # Analysts:

Value Line % 3-5 yr # Analysts: 1 *Value Line report dated: _____*

BI Members % 5 yr # Studies:

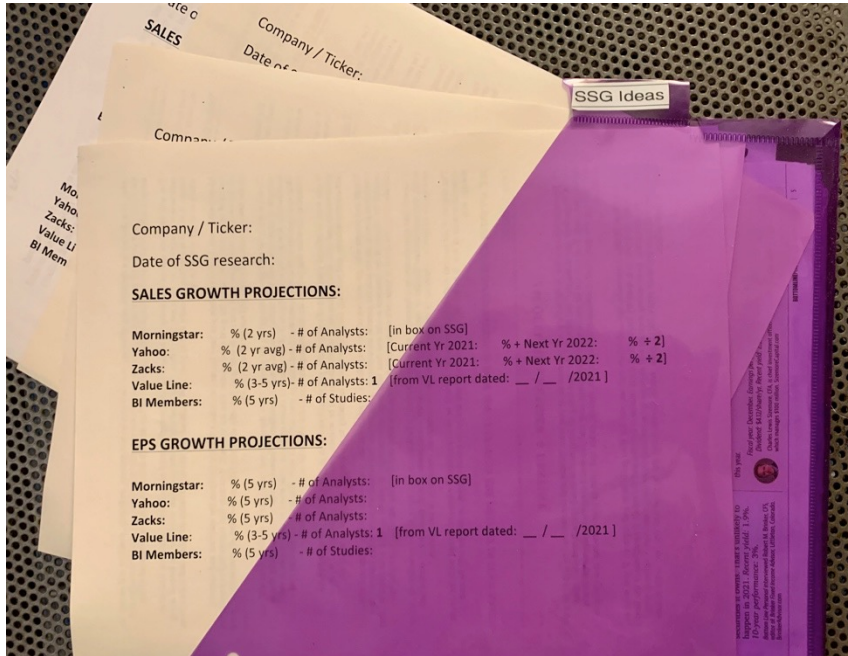
MY EPS EST: % 5 yrs:

Why I like using a template

- It's a checklist so I don't have to *think*
- I don't worry I'll forget a piece of info
- Seeing info in the same format = repetition = familiarity = confidence!

How to use your template?

Like pen & paper? Print lots of copies to have on hand.
Grab & start jotting your notes.



Like digital? I copy-paste my template in the Notes section of the SSG so my info's right with the study

The screenshot shows a digital note-taking interface. At the top, there's a blue bar with 'Edit Note'. Below it, the note ID is '235325'. There are two radio buttons for 'Sharing': 'None - My Study Note' (selected) and 'Share as a Community Note'. The 'Subject' field contains 'Sales & EPS ACE estimates (%) - 10/4/21'. The 'Description' field contains the following text:

SALES GROWTH PROJECTIONS:

Morningstar:	% (2 yrs) - # of Analysts:	[in box on SSG]	
Yahoo:	% (2 yr avg) - # of Analysts:	[Current Yr 2021:	% + Next Yr 2022: % ÷ 2]
Zacks:	% (2 yr avg) - # of Analysts:	[Current Yr 2021:	% + Next Yr 2022: % ÷ 2]
Value Line:	% (3-5 yrs) - # of Analysts:	1	[from VL report dated: __ / __ /2021]
BI Members:	% (5 yrs) - # of Studies:		

EPS GROWTH PROJECTIONS:

Morningstar:	% (5 yrs) - # of Analysts:	[in box on SSG]	
Yahoo:	% (5 yrs) - # of Analysts:		
Zacks:	% (5 yrs) - # of Analysts:		
Value Line:	% (3-5 yrs) - # of Analysts:	1	[from VL report dated: __ / __ /2021]
BI Members:	% (5 yrs) - # of Studies:		

At the bottom, there are buttons for 'Delete Note' and 'Save'. A yellow callout box with an arrow points to the subject field with the text: 'Add a specific enough title that it'll mean something to you later'.

Start with the easiest: Morningstar!

It's right on the SSG!

BETTER INVESTING
SSG PLUS

Switch Tools

SSGPlus

CoreSSG

File Data Print Research Tools Logout

Analyze Growth and Quality

Valuation and Return

Quarterly Data

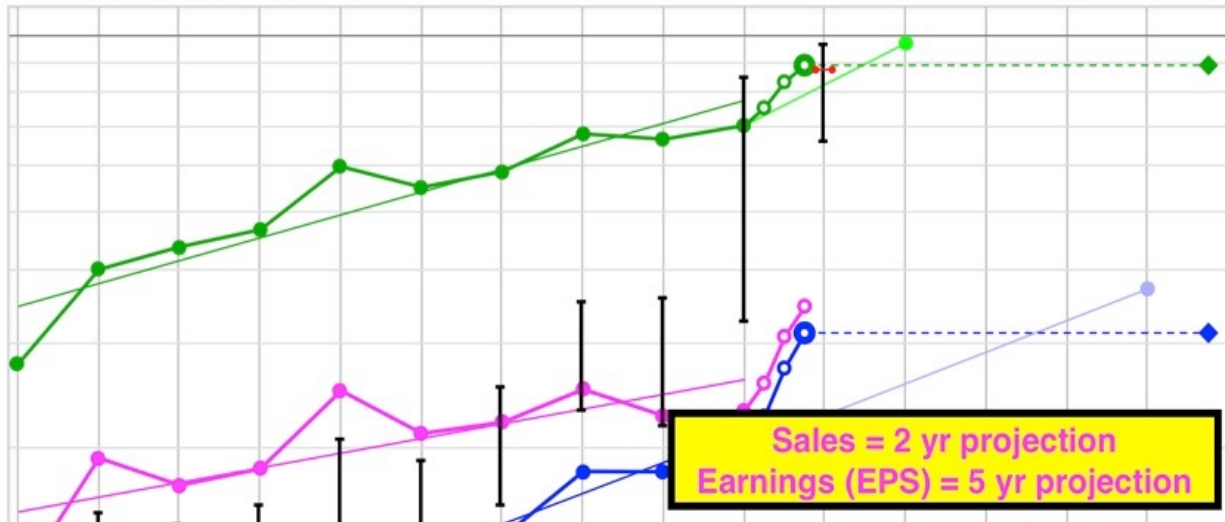
Ratios

Notes: 7

Company: Apple (AAPL)

Study not saved. Click to save.

Quick Navigation



Projection Starting Point

Annual Quarter Trend

Recent Quarterly Figures

FY2021 Quarter Ending (06/21)

	Sales	EPS
Latest Quarter	81,434	1.30
Year Ago Quarter	59,685	0.65
Percentage Change	26.4%	101.6%

Analyst Consensus Estimates

Sales 2 Year Estimate:	17.4%
EPS Long Term Estimate:	13.1%

Legend

— Sales
— Pre-Tax Profit

Put estimates into your notes

Analyst Estimate Template: **MAKE A COPY** to use!

Add Your Library Card # here:

Company/Ticker:	Apple APPL	Current Price:	<input type="text"/>	Date:	<input type="text"/>
Date of Research:	<input type="text"/>	52 wk hi & lo price	<input type="text"/>	Date:	<input type="text"/>
Value Line Link	*to Newport Library site		<input type="text"/>	Date:	<input type="text"/>

SALES GROWTH PROJECTIONS:

Morningstar	% 2 yr:	<input type="text" value="17.4"/>	# Analysts:	<input type="text"/>	(In box on SSG)
Yahoo	% 2 yr avg:	<input type="text" value="#DIV/0!"/>	# Analysts:	<input type="text"/>	(Current yr %: <input type="text"/> + Next yr %: <input type="text"/> / by 2)
Zacks	% 2 yr avg:	<input type="text" value="#DIV/0!"/>	# Analysts:	<input type="text"/>	(Current yr %: <input type="text"/> + Next yr %: <input type="text"/> / by 2)
Value Line	% 3-5 yrs:	<input type="text"/>	# Analysts:	<input type="text" value="1"/>	Value Line report dated: _____
BI Members	% 5 yrs:	<input type="text"/>	# Studies:	<input type="text"/>	

MY SALES EST: % 5 yrs:

EPS GROWTH PROJECTIONS:

Morningstar	% 5 yr	<input type="text" value="13.1"/>	# Analysts:	<input type="text"/>	(in box on SSG)
Yahoo	% 5 yr	<input type="text"/>	# Analysts:	<input type="text"/>	
Zacks	% 5 yr	<input type="text"/>	# Analysts:	<input type="text"/>	
Value Line	% 3-5 yr	<input type="text"/>	# Analysts:	<input type="text" value="1"/>	Value Line report dated: _____
BI Members	% 5 yr	<input type="text"/>	# Studies:	<input type="text"/>	

MY EPS EST: % 5 yrs:

To find # of Analysts making Morningstar estimates: Use SSG 'Research' tab to go to their website

The screenshot shows a financial analysis tool interface. At the top, there is a 'Switch Tools' section with 'SSGPlus' selected. Below this is a navigation bar with tabs for 'Valuation and Return', 'Quarterly Data', 'Ratios', and 'Notes: 7'. A 'Research' tab is highlighted with a pink circle and labeled 'Click 1'. A dropdown menu is open from the 'Research' tab, listing various options. 'Analyst Estimates' is circled in pink and labeled 'Click 2'. 'Morningstar Analyst Estimates' is also circled in pink and labeled 'Click 3'. Below the navigation bar, there are two line charts: a green one for price and a pink one for earnings. To the right, there is a table with financial data and a section for 'Analyst Consensus Estimates'.

Switch Tools
● SSGPlus ● CoreSSG

File Data Print **Research** Tools Logout

BetterInvesting
Company Website
Analyst Estimates
Company Summaries
Filings and Transcripts
Financial Statements
Key Statistics
Price Charts

Valuation and Return Quarterly Data Ratios Notes: 7

Click 1

Click 2

Click 3

Latest Quarter		
Year Ago Quarter	59,685	0.65
Percentage Change	36.4%	101.6%

Analyst Consensus Estimates

Sales 2 Year Estimate:	17.4%
EPS Long Term Estimate:	13.1%

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Quote Chart Stock Analysis Performance Key Ratios Financials Valuation Insiders Ownership Filings

Valuation Wall Street Estimates

Annual Earnings Estimates AAPL

	09/2021		09/2022	
	USD	Growth %	USD	Growth %
High	5.72	74.4	6.14	7.3
Low	4.58	39.6	5.18	13.1
Mean	5.13	56.4	5.62	9.6
Median	5.09	55.2	5.57	9.4
30 Days Ago	5.24	59.8	5.62	7.3
60 Days Ago	5.07	54.6	5.63	11.0
90 Days Ago	4.87	48.5	5.24	7.6

Number of Estimates

Data as of 10/01/2021

7

7

We can find # of analysts here

Analyst Ratings AAPL

Five-Year Growth Forecast
13.1%

Industry Avg

Same EPS % as found on SSG

Average Rating

4.2

Last Month

—

Industry Avg

—

S&P 500 Avg

—

MORNINGSTAR
on very 1st page!

“Number of
Estimates” is
how many
analysts

(Put # of
Analysts
in your notes)



Put in Morningstar's # of Analysts

Analyst Estimate Template: **MAKE A COPY** to use!

Add Your Library Card # here:

Company/Ticker:

Apple APPL

Current Price:

Date:

Date of Research:

52 wk hi & lo price

Date:

[Value Line Link](#)

*to Newport Library site

Date:

SALES GROWTH PROJECTIONS:

Morningstar % 2 yr: # Analysts: (In box on SSG)

Yahoo % 2 yr avg: # Analysts: (Current yr %: + Next yr %: / by 2)

Zacks % 2 yr avg: # Analysts: (Current yr %: + Next yr %: / by 2)

Value Line % 3-5 yrs: # Analysts: Value Line report dated: _____

BI Members % 5 yrs: # Studies:

MY SALES EST: % 5 yrs:

EPS GROWTH PROJECTIONS:

Morningstar % 5 yr # Analysts: (in box on SSG)

Yahoo % 5 yr # Analysts:

Zacks % 5 yr # Analysts:

Value Line % 3-5 yr # Analysts: Value Line report dated: _____

BI Members % 5 yr # Studies:

MY EPS EST: % 5 yrs:

Next up - Yahoo! Analyst Estimates

Switch Tools
SSGPlus CoreSSG

File Data Print **Research** Tools Logout

Return Quarterly Data Ratios Notes: 7

BetterInvesting
Company Website
Analyst Estimates ▶
Company Summaries
Filings and Transcripts
Financial Statements
Key Statistics
Price Charts

CNN Money Analyst Estimates
MarketWatch Analyst Estimates
Morningstar Analyst Estimates
NASDAQ Analyst Summary
Seeking Alpha Estimates
Yahoo Analyst Estimates
Zacks Detailed Estimates

Latest Quarter
Year Ago Quarter
Percentage Change 36.4% 101.6%

YAHOO Sales Growth

in section:
“Revenue
Estimates”

No 5-yr
sales estimate
...so put
Current Year
& **Next Year**
in your notes,
& *we'll* figure
a 2-yr average



Currency in USD

Earnings Estimate

Current Qtr. (Sep 2021)

Next Qtr. (Dec 2021)

Current Year (2021)

Next Year (2022)

No. of Analysts

28

22

41

40

Avg. Estimate

1.23

1.87

5.59

5.68

Low Estimate

1.05

1.68

5.38

5.05

High Estimate

1.34

2.09

5.73

6.33

Year Ago EPS

0.73

1.68

3.28

5.59

Revenue Estimate

Current Qtr. (Sep 2021)

Next Qtr. (Dec 2021)

Current Year (2021)

Next Year (2022)

No. of Analysts

25

19

39

39

Avg. Estimate

84.69B

119.8B

366.49B

380.82B

Low Estimate

77.65B

110.11B

356.16B

354.03B

High Estimate

89.41B

126.43B

371.87B

399.86B

Year Ago Sales

64.7B

N/A

274.51B

366.49B

Sales Growth (year/est)

30.90%

N/A

33.50%

3.90%

fx =AVERAGE(I11,L11)

Analyst Estimate Template

In Excel: fill in current yr & Next yr & Formula will calculate the average

Company/Ticker:

Date of Research:

SALES GROWTH PROJECTIONS: Source

Morningstar	% 2 yr:	<input type="text" value="17.4"/>	# Analysts:	<input type="text" value="7"/>	(In box on SSG)
Yahoo	% 2 yr avg:	<input type="text" value="18.7"/>	# Analysts:	<input type="text"/>	(Current yr %: <input type="text" value="33.5"/> + Next yr %: <input type="text" value="3.9"/> / by 2)
Zacks	% 2 yr avg:	<input type="text" value="#DIV/0!"/>	# Analysts:	<input type="text"/>	(Current yr %: <input type="text"/> + Next yr %: <input type="text"/> / by 2)
Value Line	% 3-5 yrs:	<input type="text"/>	# Analysts:	<input type="text" value="1"/>	(Value Line report dated: _____)
BI Members	% 5 yrs:	<input type="text"/>	# Studies:	<input type="text"/>	

MY SALES EST: % 5 yrs:

EPS GROWTH PROJECTIONS:

Morningstar	% 5 yr	<input type="text" value="13.1"/>	# Analysts:	<input type="text" value="7"/>	(in box on SSG)
Yahoo	% 5 yr	<input type="text"/>	# Analysts:	<input type="text"/>	
Zacks	% 5 yr	<input type="text"/>	# Analysts:	<input type="text"/>	
Value Line	% 3-5 yr	<input type="text"/>	# Analysts:	<input type="text" value="1"/>	(Value Line report dated: _____)
BI Members	% 5 yr	<input type="text"/>	# Studies:	<input type="text"/>	

MY EPS EST: % 5 yrs:

1
3
4
5
7
9
11
13
15
16
17
18
19
21
23
25
27
29
30
31
32

Current Year (2021)

Next Year (2022)

39

39

366.49B

380.82B

356.16B

354.03B

371.87B

399.86B

274.51B

366.49B

33.50%

+

3.90%

**CALCULATE YAHOO 2-YEAR
SALES GROWTH (%) AVERAGE:**

**Add Current yr & Next yr,
then divide by 2! Easy!**

People Also Watch

Symbol	Last Price	Change	% Change
AMZN	3,190.21	-93.05	-2.83%

= 37.40%, divided by 2 = 18.70% avg for 2 yrs

“Current Yr” + “Next Yr” ÷ 2

***Put the answer as Yahoo 2-year average in your notes**



Scroll down: YAHOO calls EPS simply: 'Growth Estimates'



Scroll down — As of 10/2021, "Growth Estimates" is the very bottom section on the Yahoo page

Finance Home Watchlists My Portfolio Screeners Yahoo Finance Plus Markets News Personal Finance Cryptocurrencies ...

EPS Revisions	Current Qtr. (Sep 2021)	Next Qtr. (Dec 2021)	Current Year (2021)	Next Year (2022)
Up Last 7 Days	1	1	1	1
Up Last 30 Days	1	3	4	6
Down Last 7 Days	N/A	N/A	N/A	N/A
Down Last 30 Days	N/A	N/A	N/A	N/A
Growth Estimates	AAPL	Industry	Sector(s)	S&P 500
Current Qtr.	68.50%	N/A	N/A	N/A
Next Qtr.	11.30%	N/A	N/A	N/A
Current Year	70.40%	N/A	N/A	N/A
Next Year	1.60%	N/A	N/A	N/A
Next 5 Years (per annum)	19.86%	N/A	N/A	N/A
Past 5 Years (per annum)	8.42%	N/A	N/A	N/A

*means "Earnings" or EPS Growth



Recommendations



Analyst Price Target



Upgrades & Downgrades

- Maintains Tigris Buy
- Maintains Piper Over
- Upgrade Wolf Under Perf
- Maintains Loop

All YAHOO info, added to your notes

Analyst Estimate Template: **MAKE A COPY** to use!

Add Your Library Card # here:

Company/Ticker:	Apple APPL	Current Price:		Date:	
Date of Research:		52 wk hi & lo price		Date:	
Value Line Link	*to Newport Library site			Date:	

SALES GROWTH PROJECTIONS:

Morningstar	% 2 yr:	17.4	# Analysts:	7	(In box on SSG)
Yahoo	% 2 yr avg:	18.7	# Analysts:	39	(Current yr %: 33.5 + Next yr %: 3.9 / by 2)
Zacks	% 2 yr avg:	#DIV/0!	# Analysts:		(Current yr %: + Next yr %: / by 2)
Value Line	% 3-5 yrs:		# Analysts:		Value Line report dated: _____
BI Members	% 5 yrs:		# Studies:		

MY SALES EST: % 5 yrs:

EPS GROWTH PROJECTIONS:

Morningstar	% 5 yr	13.1	# Analysts:	7	(in box on SSG)
Yahoo	% 5 yr	19.86	# Analysts:	39	
Zacks	% 5 yr		# Analysts:		
Value Line	% 3-5 yr		# Analysts:		Value Line report dated: _____
BI Members	% 5 yr		# Studies:		

MY EPS EST: % 5 yrs:

Next up -- Zacks

ary <https://research.valueline.com/secure/a...> Member Home | Better Investing AAPL - A

Switch Tools
 SSGPlus CoreSSG

Return Quarterly Data Ratios Notes: 7

File Data Print **Research** Tools Logout

- BetterInvesting
- Company Website
- Analyst Estimates** ✓
- Company Summaries
- Filings and Transcripts
- Financial Statements
- Key Statistics
- Price Charts

CNN Money Analyst Estimates
MarketWatch Analyst Estimates
Morningstar Analyst Estimates
NASDAQ Analyst Summary
Seeking Alpha Estimates
Yahoo Analyst Estimates
Zacks Detailed Estimates

Latest Quarter
Year Ago Quarter
Percentage Change 36.4% 101.6%

1st find ZACKS 5yr EPS growth

**Because it's closest to the top of Zacks 1st page, find it *before* Sales info.

AGAIN: Zacks calls EPS "Growth Estimates"

Put "Next 5 Years" EPS from the company column in your notes



Quotes & News

- * indicates the important links in the menu
- Quote Overview
- Zacks News
- Partner News

Zacks Research

- * Snapshot
- * Analyst Report
- * Style Scores
- * Detailed Estimates
- Comparison to Industry
- Zacks Experts View

More Research

- * Broker Recommendations
- Full Company Report
- Earnings Dates and Announcements
- Key Company Metrics
- Broker Reports
- Insiders

Charts

- * Price, Consensus and EPS Surprise
- * Fundamental Charts
- Comparative
- Interactive Charts
- Price and Consensus
- Price & EPS Surprise
- 12 Month EPS

Apple Inc. (AAPL)
(Real Time Quote from BATS)

\$139.00 USD
-3.65 (-2.56%)
Updated Oct 04, 2021 02:08 PM ET

Add To Portfolio

Zacks Rank: 3-Hold

Style Scores: Value I Growth I Momentum

Industry Rank: Top 6% (15 out of 251)
Industry: Computer - Mini computers

[View All Zacks #1 Ranked Stocks](#)

Apple Inc. (AAPL) Quote Overview » Estimates » Apple Inc. (AAPL) Detailed Estimates

Detailed Estimates

Enter Symbol

Estimates

Next Report Date	*AMC 10/28/21	Earnings ESP	-0.90%
Current Quarter	1.23	Current Year	5.59
EPS Last Quarter	1.30	Next Year	5.71
Last EPS Surprise	30.00%	EPS (TTM)	5.11
	1.33	P/E (F1)	25.00

Before Market Open *AMC = After Market Close

"means "Earnings" growth"

	AAPL	IND	S&P
Growth Estimates			
Current Qtr (09/2021)	68.49	60.83	60.70
Next Qtr (12/2021)	13.10	8.90	44.05
Current Year (09/2021)	70.43	68.40	NA
Next Year (09/2022)	2.15	-3.70	NA
Past 5 Years	10.30	7.80	2.80
Next 5 Years	12.50	21.20	NA
PE	25.00	44.50	NA

Research for AAPL

Price and EPS Surprise Chart

1 Month 3 Months YTD

EPS Surprise \uparrow

Charts by ZACKS

Interactive Chart | Fund

VECTORVEST TEL
WHEN TO BUY

ZACKS SALES ESTIMATES:

Scroll down 1st page to “Sales Estimates” section

Again, no 5-yr estimate. So find “Year over Year Growth Est” row...

*Put “Current Year” and “Next Year” in your notes – we’ll calculate the 2-yr average ourselves!

*Note “# of Estimates” (analysts) here too.

Next 5 Years	12.50	21.20	NA
PE	25.00	44.50	NA
PEG Ratio	2.00	2.10	NA

[Learn More About Estimate Research](#)
[See Brokerage Recommendations](#)
[See Earnings Report Transcript](#)

Premium Research for AAPL

Zacks Rank	Hold
Zacks Industry Rank	Top 6% (15 out of 251)
Zacks Sector Rank	Bottom 38% (10 out of 16)
Style Scores	C Value A Growth A Momentum B VGM
Earnings ESP	-0.90%
Research Reports for AAPL	Analyst Snapshot
(▲ ▼ = Change in last 30 days)	
View All Zacks Rank #1 Strong Buys	
More Premium Research »	

Sales Estimates

	Current Qtr (9/2021)	Next Qtr (12/2021)	Current Year (9/2021)	Next Year (9/2022)
Zacks Consensus Estimate	84.95B	120.39B	367.23B	383.90B
# of Estimates	7	5	8	8
High Estimate	87.50B	122.87B	369.96B	396.35B
Low Estimate	83.58B	118.25B	366.01B	374.46B
Year ago Sales	64.70B	111.44B	274.52B	367.23B
Year over Year Growth Est.	31.30%	8.03%	33.77%	4.54%

VECTORVEST TELLS YOU

WHEN TO BUY
WHAT TO BUY
WHEN TO SELL!



Analyze Any Stock FREE!

VectorVest

Analyst Estimate Template

Excel formula calculates to more decimal places

Company/Ticker:

Date of Research:

Mystery Number :-)

SALES GROWTH PROJECTIONS: Source

Morningstar	% 2 yr:	17.4	# Analysts:	7	<i>(In box on SSG)</i>
Yahoo	% 2 yr avg:	18.7	# Analysts:	39	<i>(Current yr %: <input style="width: 50px;" type="text" value="33.5"/> + Next yr %: <input style="width: 50px;" type="text" value="3.9"/> / by 2)</i>
Zacks	% 2 yr avg:	19.155	# Analysts:		<i>(Current yr %: <input style="width: 50px;" type="text" value="33.77"/> + Next yr %: <input style="width: 50px;" type="text" value="4.54"/> / by 2)</i>
Value Line	% 3-5 yrs:		# Analysts:	1	<i>(Value Line report dated: _____)</i>
BI Members	% 5 yrs:		# Studies:		

MY SALES EST: % 5 yrs:

EPS GROWTH PROJECTIONS:

Morningstar	% 5 yr	13.1	# Analysts:	7	<i>(in box on SSG)</i>
Yahoo	% 5 yr	19.86	# Analysts:	39	
Zacks	% 5 yr		# Analysts:		
Value Line	% 3-5 yr		# Analysts:	1	<i>(Value Line report dated: _____)</i>
BI Members	% 5 yr		# Studies:		

MY EPS EST: % 5 yrs:

Current Year (9/2021)	Next Year (9/2022)	
367.23B	383.90B	
8	8	
369.96B	396.35B	
366.01B	374.46B	
274.52B	367.23B	
33.77%	+	4.54%
= 38.31% ÷ 2 = 19.16% 2 year avg		

**CALCULATE ZACKS
2 Year Sales Growth**

“Current Yr” + “Next Yr” ÷ 2

***Put the answer as Zacks 2-year Sales average in your notes**



NEXT UP:

A great source of 5-Year Sales & Earnings (EPS) estimates...



MEMBER SENTIMENT

Member Sentiment is under SSG 'Research' Tab

The screenshot displays a financial analysis tool interface. At the top, there is a 'Switch Tools' section with 'SSGPlus' selected. Below this is a navigation bar with tabs for 'Valuation and Return', 'Quarterly Data', 'Ratios', and 'Notes: 7'. A 'Research' dropdown menu is open, showing options like 'BetterInvesting', 'Company Website', 'Analyst Estimates', 'Company Summaries', 'Filings and Transcripts', 'Financial Statements', 'Key Statistics', and 'Price Charts'. The 'Member Sentiment' option is highlighted. A yellow box labeled 'click 1' points to the 'Research' tab, and another yellow box labeled 'click 2' points to the 'BetterInvesting' option. A third yellow box labeled 'click 3' points to the 'Member Sentiment' option. A yellow box at the bottom center contains the text 'To find BI "Member Sentiment"'. The background features a line chart with green, pink, and blue lines and vertical error bars. On the right side, there is a table of financial data and a section for 'Analyst Consensus Estimates'.

Switch Tools
● SSGPlus ● CoreSSG

click 1

click 2

click 3

To find BI "Member Sentiment"

	Sales	EPS
Latest Quarter	81,434	1.30
Year Ago Quarter	59,685	0.65
Percentage Change	36.4%	101.6%

Analyst Consensus Estimates	
Sales 2 Year Estimate:	17.4%
EPS Long Term Estimate:	13.1%

Member Judgment Forecasts from Recent Studies (Total Completed Studies = 1264 in past 90 days)

Sel <input type="checkbox"/>	Last Update	Sales (%)	EPS (%)	High PE	High EPS	High Price	Low PE	Low EPS	Low Price	Payout (%)	P Re
<input type="checkbox"/>	10/04/21	8.5	6.8	22.70	7.10	161.18	11.70	5.11	59.80	24.9	
<input type="checkbox"/>	10/04/21						12.00	5.11	61.30	17.4	
<input type="checkbox"/>	10/04/21						15.00	5.11	98.00	24.9	
<input type="checkbox"/>	10/04/21	9.4	16	25.00	6.89	172.23	11.30	3.29	90.00	22.1	
<input type="checkbox"/>	10/04/21	8	15	17.90	10.28	183.98	11.30	8.31	115.60	22.1	
<input type="checkbox"/>	10/04/21	10	9.7	25.00	8.12	202.95	17.70	5.11	120.00	24.9	
<input type="checkbox"/>	10/04/21	10	14.1	29.00	6.73	195.14	18.00	12.66	107.00	24.9	

Click to "Select All" BI Members' SSGs done in past 90 days

You cannot see an average without clicking 'SEL' at the very top to select all the SSGs.

Look & remove obvious, hugely mistaken outliers

Click the check box to uncheck & remove a row from the average.

Quickly scan the list for mistakes in the \$1000s or \$ millions, like these!

Member Judgment Forecasts from Recent Studies (Total Completed Studies = 223 in past 90 days)											
Sel <input checked="" type="checkbox"/>	Last Update	Sales (%)	EPS (%)	High PE	High EPS	High Price	Low PE	Low EPS	Low Price	Payout (%)	Pot. Return
<input checked="" type="checkbox"/>	03/31/22	0	10.3	6.50	3.14	20.42	12.30	2.60	65.70	51.6	-11.4
<input type="checkbox"/>	03/31/22	3	527.9	14.50	48,117.09	697,697.77	12.30	4.21	68.36	40.6	553.8
<input checked="" type="checkbox"/>	03/31/22	1	15	19.10	9.92	189.40	14.40	4.21	64.00	40.6	28.1
<input checked="" type="checkbox"/>	03/31/22	2	82.1	180.00	98.72	17,769.25	11.00	4.53	56.56	35.8	212.7
<input checked="" type="checkbox"/>	03/31/22	8	10	20.90	7.94	165.94	9.50	11.90	59.65	2.2	22.8
<input checked="" type="checkbox"/>	03/31/22	2	3	15.80	5.72	90.30	9.40	5.43	51.00	29.5	10.2
BetterInvesting Member Sentiment											
Member Judgment Forecasts from Recent Studies (Total Completed Studies = 223 in past 90 days)											
Sel <input checked="" type="checkbox"/>	Last Update	Sales (%)	EPS (%)	High PE	High EPS	High Price	Low PE	Low EPS	Low Price	Payout (%)	Pot. Return
<input checked="" type="checkbox"/>	03/28/22	2.5	14.9	225.00	9.87	2,221.41	11.70	7.35	56.56	10.8	106.7
<input checked="" type="checkbox"/>	03/28/22	0.1	6.1	13.50	6.63	89.49	124.90	4.93	56.56	590.3	52.4
<input type="checkbox"/>	03/28/22	15	603.2	17.00	84,769.81	1,441,086.84	12.00	1.00	56.56	40.6	656.4
<input checked="" type="checkbox"/>	03/28/22	4	8	19.40	7.24	140.53	12.30	4.22	58.00	40.6	21
<input checked="" type="checkbox"/>	03/28/22	0.5	2	15.80	5.44	86.00	13.10	4.93	48.00	590.3	45.1
<input checked="" type="checkbox"/>	03/27/22	1	3.7	15.00	5.91	88.68	11.00	4.93	58.00	48	11.6
<input checked="" type="checkbox"/>	03/26/22	21.5	25	16.70	15.05	251.25	10.10	7.35	74.20	0	33.5

Member Judgment Forecasts from Recent Studies (Total Completed Studies = 1264 in past 90 days)

Sel ✓	Last Update	Sales (%)	EPS (%)	High PE	High EPS	High Price	Low PE	Low EPS	Low Price	Payout (%)	Pot. Return
✓	07/08/21	14.5	14.5	33.00	8.77	289.41	17.70	4.46			15.7
✓	07/07/21	8	8	15.00	4.82	72.29	8.00	39.75			-11.5
✓	07/07/21	15	10	10.00	5.28	52.82	8.00	44.00	352.00	6	-17.4
✓	07/07/21	8	8	15.00	4.82	72.29	8.00	39.75	318.00	17.3	-11.5
✓	07/07/21	11.5	14	42.00	6.32	265.25	16.10	4.46	71.80	24.4	13.5
✓	07/07/21	12.3	6.1	30.00	5.99	179.70	12.60	4.46	90.00	24.9	5.7
✓	07/07/21	8	8	27.00	6.55	176.85	12.60	3.28	90.00	24.9	5.7
✓	07/07/21	8	8	27.00	6.55	176.85	12.60	3.28	90.00	24.9	5.7
✓	07/07/21	8	8	27.00	6.55	176.85	12.60	3.28	90.00	24.9	5.7
✓	07/07/21	8	8	27.00	4.82	130.12	9.80	8.31	90.00	22.1	-0.9
✓	07/07/21	8	8	27.00	6.55	176.85	12.60	3.28	90.00	24.9	5.7
✓	07/07/21	8.3	10.3	29.00	7.27	210.92	16.00	4.46	110.00	24.4	9.4
✓	07/06/21	8	8	27.00	6.55	176.85	12.60	3.28	90.00	24.9	5.7
✓	07/06/21	8	8	27.00					00	24.9	5.7
✓	07/06/21	15	12.1	22.70					10	24.9	6.1
✓	07/06/21	8	8	27.00					00	24.9	5.7
AVERAGE		11.4	12.3	24.60	8.00	194.57	13.33	6.82	90.18	23.4	5.6

Is like the # of analysts!

BI members did their own analysis & picked these for 5 yr Sales Growth & 5 yr EPS Growth

SCROLL TO VERY BOTTOM:

Put "Sales" & "EPS" & "# of studies" in your notes.



Remember: BI members are like analysts – doing careful analysis of co's & stocks

YOU are an analyst TOO!



NEXT UP:

Southern Californians can get a library card and access...

VALUE LINE, FOR FREE!

www.NewportBeachLibrary.org

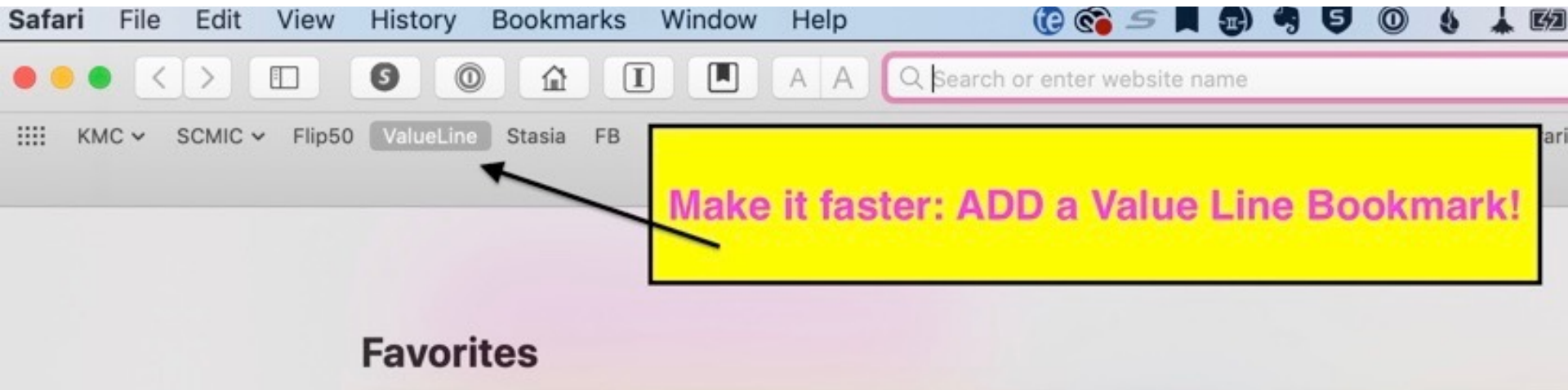
How do I obtain a library card?

- Complete the registration form at any of our four library locations
 - Provide photo ID with current address
 - Have a parent co-sign if you are under 18

 - For temporary access to many of our online library resources, [apply for a web-registered library card online](#)
 - Web-registered library cards expire after 30 days
-

How much does a library card cost?

- Library cards are free for California residents
- \$10.00 annual fee for out-of-state library customers



**SPEED TIP: skip NEWPORT BEACH LIBRARY webpage!
Bookmark this direct login page for Value Line instead!**

<https://investors.valueline.com/Users/Account/barcode?bcode=2&o=research&lp=secure/dashboard>

Template has a live link for you!

Speed tip: Add your library card to the Template header to quickly copy & paste it in the login page each time!

Analyst Estimate Template: **MAKE A COPY** to use!

Add Your Library Card # here:

Company/Ticker:

Apple APPL

Current Price:

Date:

Date of Research:

52 wk hi & lo price

Date:

[Value Line Link](#)

*to Newport Library site

Date:

SALES GROWTH PROJECTIONS:

Morningstar

% 2 yr:

17.4

Analysts:

7

(In box on SSG)

Yahoo

% 2 yr avg:

18.7

Analysts:

39

(Current yr %:

33.5

+ Next yr %:

3.9

/ by 2)



Fill in your Newport Beach Library card number here

Sign In to Value Line Inc

Barcode number

LOGIN

RESET

Copy & paste the Library Card # you put in your template – easy!

VALUE LINE: STEP 1: enter Ticker at very top

The screenshot shows the Value Line website interface. At the top, a yellow box contains the text "Type in Company Name or Ticker here" with an arrow pointing to a search input field. The search field contains the ticker "AAPL" and is circled in pink. To the right of the search field is a "Quote" button. Below the search bar is a navigation menu with the following items: DASHBOARD, BROWSE RESEARCH, MARKETS, FIND IDEAS, INVESTMENT EDUCATION, SUBSCRIBE, and INSTITUTIONAL. The main content area features a "Featured Commentaries" section with a minus sign icon, and a "MARKET DAILY UPDATES" section with the headline "Stock Market Today: October 4, 2021". On the right side, there is a "QUICK LINKS" section with a minus sign icon, listing various links such as "Analyzer", "Options Survey", "Fund Advisor Plus", "Special Situations", "Select", "Summary & Index", "Selection & Opinion", "SMC Summary & Index", "VLIS Rank Changes", and "SMC Rank Changes".

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Featured Commentaries

MARKET DAILY UPDATES

Stock Market Today: October 4, 2021

QUICK LINKS

- Analyzer
- Options Survey
- Fund Advisor Plus
- Special Situations
- Select
- Summary & Index
- Selection & Opinion
- SMC Summary & Index
- VLIS Rank Changes
- SMC Rank Changes

VALUE LINE: STEP 2: get PDF Report

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DASHBOARD **BROWSE RESEARCH** **MARKETS** **FIND IDEAS** **INVESTMENT EDUCATION** **SUBSCRIBE** **INSTITUTIONAL**

Apple Inc. NASDAQ:AAPL

Last Price	Day Change	Trailing P/E	Relative P/E Last FY	Dividend Yield	3 to 5-Year Target Price Range	18-Month Target Price Range	Explain
\$138.62	-\$4.04 (↓ -2.83%)	29.20	1.26	0.62%	\$160.00 - 195.00	Low - High \$121 - \$257	Midpoint (% to Midpoint) \$189 (30%)

As of 3:31 PM Oct 04, 2021. Delayed at least 15 minutes.

Industry Rank: Computers/Peripherals - 33 (of 97)

Click PDF Reports here → [PDF Reports](#)

RANKS

SAFETY 1	TIMELINESS 1
--------------------	------------------------

FINANCIAL STRENGTH GRADE RATING

FINANCIAL STRENGTH A++	Peers A	Industry - Computers/Per... A	Investment Survey A	Explain
----------------------------------	-------------------	---	-------------------------------	-------------------------

3 to 5-Year Target Price Range \$160.00 - 195.00
18-Month Target Price Range Explain
Low - High Midpoint (% to Midpoint)
\$121 - \$257 \$189 (30%)

Make note of the Report Date

- PDF Reports
- 9/24/21
- 6/25/21
- 3/26/21
- 12/25/20
- View more »

LENGTH GRADE RATING

Peers	Industry - Computers/Per...	Investment Survey
A	A	A
B	B	B

VALUE LINE

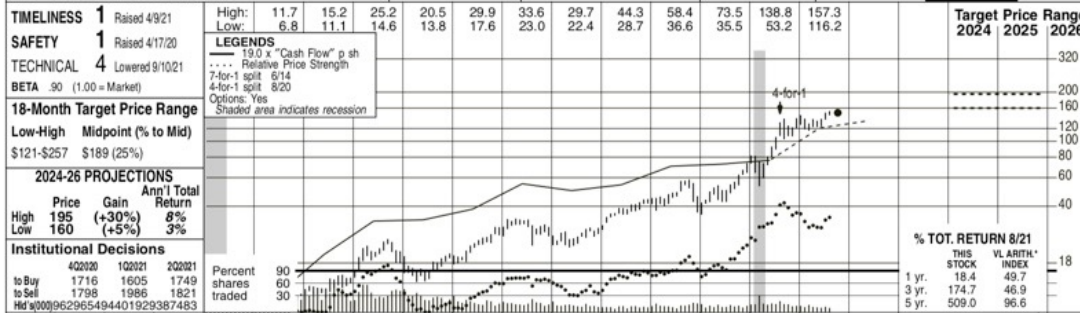
STEP 3:

Use most recent report at top.

Put the **Report Date** in your notes



APPLE INC. NDO-AAPL RECENT PRICE **149.55** P/E RATIO **25.3** (Trailing: 29.2 Median: 13.0) RELATIVE P/E RATIO **1.37** DIV'D YLD **0.6%** **VALUE LINE**



2024-26 PROJECTIONS: Price Low 195, Gain (+30%), Ann'l Total Return 8%, 3%. Institutional Decisions: 4Q2020, 1Q2021, 2Q2021. Percent shares traded: 90, 60, 30.

2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	VALUE LINE PUB. LLC	24-26	
.60	.81	.98	1.31	1.45	2.54	4.16	5.95	6.79	7.79	10.47	10.10	11.18	13.96	14.64	16.17	22.60	24.50	Sales per sh ^A	31.85	
.06	.09	.16	.21	.25	.59	1.07	1.71	1.74	2.02	2.90	2.62	2.85	3.70	3.82	4.03	6.35	7.05	"Cash Flow" per sh	9.35	
.05	.08	.14	.19	.22	.54	.99	1.58	1.42	1.61	2.31	2.08	2.30	2.98	2.97	3.28	5.60	6.15	Earnings per sh ^B	8.00	
--	--	--	--	--	--	--	.09	.41	.45	.50	.55	.60	.68	.75	.80	.85	.92	Div'ds Decl'd per sh ^E	1.80	
.01	.03	.03	.04	.05	.08	.16	.32	.32	.41	.50	.60	.61	.70	.59	.43	.60	.75	Cap'l Spending per sh	7.25	
.32	.42	.60	.85	1.10	1.86	2.94	4.50	4.91	4.75	5.35	6.01	6.54	5.63	5.09	3.85	3.95	4.85	Book Value per sh	8.90	
23381	23947	24425	24873	25195	25647	26020	26298	25178	23465	22315	21345	20505	19020	17773	16977	16250	15500	Common Shs Outst'g ^C	13500	
26.2	29.1	26.3	30.4	19.2	15.2	12.4	12.0	12.3	13.0	12.8	12.6	14.9	15.3	16.1	24.7	24.7	24.7	Bold figures are Value Line estimates	Avg Ann'l P/E Ratio	22.0
1.40	1.57	1.40	1.83	1.28	.97	.78	.76	.69	.68	.64	.66	.75	.83	.86	1.26	1.26	1.26	Avg Ann'l Div'd Yield	1.20	
--	--	--	--	--	--	--	5%	2.3%	2.2%	1.7%	2.1%	1.8%	1.5%	1.6%	1.0%	1.0%	1.0%			1.0%

CAPITAL STRUCTURE as of 6/26/21				2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Sales (\$mill) ^A		430000
Total Debt \$121791 mill. Due in 5 Yrs \$60000 mill.				182429	156508	170910	182795	233715	215639	229234	265595	260174	274515	367000	380000			Operating Margin		32.5%
LT Debt \$105752 mill. LT Interest \$5000 mill. (62% of Cap'l)				1814.0	3277.0	6757.0	7946.0	11257	10505	10157	10903	12547	11056	12500	14000			Depreciation (\$mill) ^D		18500
Leases, Uncapitalized Annual Rentals \$1493 mill. (62% of Cap'l)				25922	41733	37037	39510	53394	45687	48351	59531	55256	57411	91000	95300			Net Profit (\$mill)		108000
No Defined Benefit Pension Plan				24.2%	25.2%	26.2%	26.1%	26.4%	25.6%	24.6%	18.3%	15.9%	14.4%	16.0%	16.0%			Income Tax Rate		16.0%
Pfd Stock None				23.9%	26.7%	21.7%	21.6%	22.8%	21.2%	21.1%	22.4%	21.2%	20.9%	24.8%	25.1%			Net Profit Margin		25.1%
Pfd Stock None				17018	19111	29628	5083.0	8768.0	27863	27831	14473	57101	38321	10000	15000			Working Cap'l (\$mill)		30000
Pfd Stock None				--	--	16960	28987	53463	75427	97207	93735	91807	98667	105000	105000			Long-Term Debt (\$mill)		105000
Pfd Stock None				76615	118210	123549	111547	119355	128249	134047	107147	90488	65339	64000	75000			Shr. Equity (\$mill)		120000
Pfd Stock None				33.8%	35.3%	26.5%	28.4%	31.3%	23.2%	21.8%	30.8%	31.5%	36.5%	55.5%	54.5%			Return on Total Cap'l		49.0%
Pfd Stock None				33.8%	35.3%	30.0%	35.4%	44.7%	35.6%	36.1%	55.6%	61.1%	87.9%	NMF	NMF			Return on Shr. Equity		90.0%
Pfd Stock None				33.8%	33.2%	21.4%	25.4%	35.0%	26.2%	26.5%	42.8%	45.5%	66.3%	NMF	NMF			Retained to Com Eq		70.0%
Pfd Stock None				--	6%	29%	28%	22%	27%	26%	23%	26%	25%	15%	15%			All Div'ds to Net Prof		23%

BUSINESS: Apple Inc., established in 1977, is one of the world's largest makers of PCs and peripheral and consumer products, such as the iPod digital music player, the iPad tablet, the iPhone smart phone, and a host of digital content from the popular iTunes store and other portals. Research and development: 6.8% of '20 sales. Has approximately 147,000 employees. Off./dir. own less than 1.0% of phone, and the Apple V. One Apple Park Way, Cupertino, internet: www.apple.com.

ANNUAL RATES	Past 10 Yrs.	Past 5 Yrs.	Past 18-'20	Est'd '18-'20
of change (per sh)	24.0%	12.5%	13.5%	
Sales	27.0%	11.5%	16.0%	
"Cash Flow"	25.5%	11.5%	17.0%	
Earnings	--	10.5%	16.0%	
Dividends	14.5%	--	10.5%	
Book Value				

Fiscal Year	Dec.	Mar.	Jun.	Sep.	Per	Full Fiscal Year
Quarterly Sales (\$mill)						
Profit						

VALUE LINE PDF Format

Sales & Earnings Growth (%)
estimates we want are in lefthand box

*We're only looking for %'s right now; you can look at other data later.

Note: Value Line estimates are made by ONE single analyst

Current Liab.	105718	105392	107754
ANNUAL RATES	Past	Past	Est'd '18-'20
of change (per sh)	10 Yrs.	5 Yrs.	to '24-'26
Sales	24.0%	12.5%	13.5%
"Cash Flow"	27.0%	11.5%	16.0%
Earnings	25.5%	11.5%	17.0%
Dividends	--	10.5%	16.0%
Book Value	14.5%	-.5%	10.5%

Apple shares have performed over the

Note: both Sales & Earnings are 3-5 Year growth estimates

counterparts, including Facebook, and Alphabet, have enjoyed greater investor

VALUE LINE STEP 4: Sales & EPS Estimates (closeup)



Put 'Sales' and 'Earnings' 3-5 yr estimates in your notes.

TIP: Value Line projections about the future are always in *italics*.

Company/Ticker:
 Date of Research:
[Value Line Link](#)

Current Price:
 52 wk hi & lo price
 Date:
 Date:
 Date:

SALES GROWTH PROJECTIONS:

Morningstar % 2 yr: # Analysts: (In box on SSG)
Yahoo % 2 yr avg: # Analysts: (Current yr %: + Next yr %: / by 2)
Zacks % 2 yr avg: # Analysts: (Current yr %: + Next yr %: / by 2)
Value Line % 3-5 yrs: # Analysts: Value Line report dated: 9/24/21
BI Members % 5 yrs: # Studies:

MY SALES EST: % 5 yrs:

EPS GROWTH PROJECTIONS:

Morningstar % 5 yr # Analysts: (in box on SSG)
Yahoo % 5 yr # Analysts:
Zacks % 5 yr # Analysts:
Value Line % 3-5 yr # Analysts: Value Line report dated: 9/24/21
BI Members % 5 yr # Studies:

MY EPS EST: % 5 yrs:

ALL OUR NOTES, from FIVE sources – Quick & Easy!

Analyst Estimate Template: MAKE A COPY to use!

Add Your Library Card # here:

Company/Ticker:

Date of Research:

[Value Line Link](#)

Current Price: **Date:**

52 wk hi & lo price **Date:**

Date:

SALES GROWTH PROJECTIONS:

Morningstar % 2 yr: # Analysts: (In box on SSG)

Yahoo % 2 yr avg: # Analysts: (Current yr %: + Next yr %: / by 2)

Zacks % 2 yr avg: # Analysts: (Current yr %: + Next yr %: / by 2)

Value Line % 3-5 yrs: # Analysts: Value Line report dated: 9/24/21

BI Members % 5 yrs: # Studies:

MY SALES EST: % 5 yrs:

Fill in your own Sales & EPS estimates later, informed by doing more reading & research!

EPS GROWTH PROJECTIONS:

Morningstar % 5 yr # Analysts: (in box on SSG)

Yahoo % 5 yr # Analysts:

Zacks % 5 yr # Analysts:

Value Line % 3-5 yr # Analysts: Value Line report dated: 9/24/21

BI Members % 5 yr # Studies:

MY EPS EST: % 5 yrs:

These percentages are just the start!

- **To make your own SSG judgments (%):**
 - It's time to do further reading & research about the company, its peers, its industry
 - Have fun!