

# INTERNATIONAL BUSINESS MACHINES

Price and Valuation					<a href="#">View chart</a>
	Current Price	52-week Range	60-month Beta	50-day Avg Price	200-day Avg Price
IBM	76.28	71.85 - 99.10	1.64	87.72	89.50
	<a href="#">EPS</a>	<a href="#">Price/Earnings</a>	<a href="#">PEG Ratio</a>	<a href="#">Price/Sales</a>	<a href="#">Price/Book</a>
IBM	\$4.87	15.65	1.58	1.27	4.12
Industry*	N/A*	23.2	.1	1.42	7.0
	<a href="#">Latest Quarterly Total Return</a>	<a href="#">Latest 12-month Total Return</a>	<a href="#">Relative Strength</a>	<a href="#">Latest Fiscal Total Return</a>	<a href="#">Total Return (5-yr trailing)</a>
IBM	5.1%	20.4%	18.4%	20.4%	-7.8%
Growth Trends					<a href="#">View chart</a>
	Latest Annual Income (mil)	1-yr Income Growth	3-yr Income Growth	5-yr Income Growth	10-yr Income Growth
IBM	\$7,583.0 (12/2003)	111.9%	-9.2%	-4.0%	N/A*
Industry*	N/A*	232.43%	-28.54%	-19.50%	NC%
	<a href="#">Latest Annual Revenue (mil)</a>	<a href="#">1-yr Revenue Growth</a>	<a href="#">3-yr Revenue Growth</a>	<a href="#">5-yr Revenue Growth</a>	<a href="#">10-yr Revenue Growth</a>
IBM	\$89,131.0 (12/2003)	9.8%	-0.3%	0.5%	3.4%
Industry*	N/A*	15.21%	3.68%	3.34%	3.63%
	<a href="#">Latest Annual EPS</a>	<a href="#">1-yr EPS Growth</a>	<a href="#">3-yr EPS Growth</a>	<a href="#">5-yr EPS Growth</a>	<a href="#">10-yr EPS Growth</a>
IBM	\$4.87	109.7%	-8.0%	-2.1%	N/A*
Industry*	N/A*	261.90%	-33.14%	-27.26%	NC%
	<a href="#">Annual Dividend/Share</a>	<a href="#">Dividend Yield</a>	3-yr Dividend Growth Rate	5-yr Dividend Growth Rate	10-yr Dividend Growth Rate
IBM	\$0.80	1.05%	8.2%	9.4%	
Financial Strength					<a href="#">View Chart</a>
	<a href="#">Total Debt/Equity</a>	<a href="#">Long-term Debt/Equity</a>	<a href="#">Long-term Debt/Assets</a>	<a href="#">Current Total Debt</a>	<a href="#">Current LT Debt (mil)</a>
IBM	.85	0.61	0.16	\$23,632.0	\$16,986.0
	<a href="#">Book Value/Share</a>	<a href="#">Current Ratio</a>	<a href="#">Quick Ratio</a>	Current Inventory Turnover	Current Receivable Turnover
IBM	\$16.44	1.2	1.0	16.9	3.2
Management Effectiveness					<a href="#">View chart</a>
	<a href="#">Return on Assets</a>	<a href="#">3-yr Avg Return on Assets</a>	<a href="#">5-yr Avg Return on Assets</a>	<a href="#">10-yr Avg Return on Assets</a>	<a href="#">Revenue/Employee (000's)</a>
IBM	7.3%	6.6%	7.5%	6.8%	\$251
Industry*	3.4%	3.5%	5.7%	5.9%	N/A*
	<a href="#">Return on Equity</a>	<a href="#">3-yr Avg Return</a>	<a href="#">5-yr Avg Return</a>	<a href="#">10-yr Avg Return</a>	<a href="#">Income/Employee</a>

		<u>on Equity</u>	<u>on Equity</u>	<u>on Equity</u>	<u>(000's)</u>
IBM	27.2%	25.2%	30.7%	27.5%	\$21
Industry*	9.2%	10.0%	17.2%	17.8%	N/A*

<b>Cash Flow</b>					<a href="#">View Chart</a>
	<u>Annual Oper. Cash Flow (mil)</u>	<u>1-yr Oper. Cash Flow (mil)</u>	<u>3-yr Oper. Cash Flow (mil)</u>	<u>5-yr Oper. Cash Flow (mil)</u>	<u>10-yr Oper. Cash Flow (mil)</u>
IBM	\$12,314.0	26.8%	-4.2%	-2.2%	N/A*
Industry*	N/A*	30.43%	-10.90%	-7.07%	16.86%

	<u>Annual Price/Cash Flow</u>	<u>1-yr Avg Price/Cash Flow</u>	<u>3-yr Avg Price/Cash Flow</u>	<u>5-yr Avg Price/Cash Flow</u>	<u>10-yr Avg Price/Cash Flow</u>
IBM	12.8	12.8%	14.4%	13.8%	11.0%

<b>Share Information</b>					<a href="#">View Chart</a>
	<u>Market Cap (mil)</u>	<u>Shares Outstanding (000's)</u>	<u>Number of Institutional Shareholders</u>	<u>Shares Held by Institutions (000's)</u>	<u>% Held by Institutions</u>
IBM	\$158,708.47	1,699,416	3,422	948,066	55.1%

\*Industry - Diversified Computer Sys

\*N/A - Not Available

\*N/C - Not Calculable

\*N/E - Negative Earnings

\*N/M - Not Meaningful

\*N/S - Negative Stockholders Equity

**NOTE:** While several of the above values are fairly current, others come from previous timeframes but have been included to demonstrate the type of information that is available on various websites. Although the data contained in this document **MUST** be used for the purpose of the associated class exercise, it should **NOT** be used for actual investment analysis, as only the most current information should be used for that purpose.