S&P 500 From 50 to 100

For 1 to 50, just scroll below this PDF to the next one.

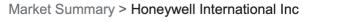
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Honeywell International- risky at PE ratio of 24, rosy projections

Nothing wrong with the business, but at a PE ratio of 24, I simply am not attracted.





Investing going forward assumes the market will always give it a PE ratio of 25 and not one of 15, a risk I will not take. Further, when things go well, people normally assume things will continue to go like that forever and increase estimations. This keeps the PE ratio high until surprises come (look above at the years 2002 and 2009).

KEY METRICS	2014 - 2016 AVERAGE	2017 - 2021 AVERAGE ¹	PRIOR LONG-TERM TARGETS	2022 RESULTS	CURRENT LONG-TERM TARGETS ²	COMMENTARY
ORGANIC SALES GROWTH	1%	5%	3% - 5%	6%	4% - 7%	Strong multi-year performance across the board • Improved organic sales growth
SEGMENT MARGIN EXPANSION	~70 bps	~80 bps	30 - 50 bps	70 bps	40 - 60 bps	program since 2016 Top tier, consistent margin expansion Strong cash generation
ADJUSTED FCF MARGIN	11%	15%	No prior target	14%	Mid-Teens	 Strong cash generation Accelerated capital deployment wit commitment to do more
CAPITAL DEPLOYMENT	\$7.0B	\$7.5B	No prior target	\$7.9B	\$25B+ 2022 – 2024	

maybe they will do great, but I don't like the risk side of this, simple.

Amgen-biopharma is not for me



Intel Stock- Covered On Research Platform Publicly (link)

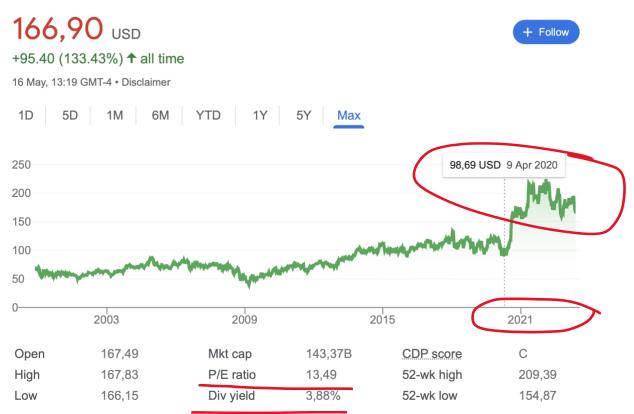
https://sven-carlin-research-platform.teachable.com/courses/stock-market-research-platform/lectures/45224010

In short, Intel depends on its own tech position in the market but also on the market and the rebound in semis, it could happen in 2025 or in 2027, for investors that will make a big difference.

United Parcel Service- Cheaper Side of S&P 500

The stock and the business boomed during the pandemic but revenues finally flattened in the last quarter, net income declined and the stock followed. But still, \$10.7 billion of net income puts UPS on the cheaper side of the S&P 500.

Market Summary > United Parcel Service, Inc.



Q1 looks bad compared to last year.

1Q23 Consolidated Results

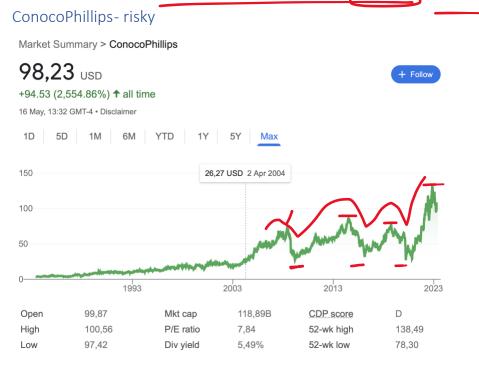
In \$ Millions (except per share)	1Q23	1Q22	Change
Total Revenue	\$22,925	\$24,378	-6.0%
Adj. Operating Profit*	\$2,552	\$3,306	-22.8%
Adj. Operating Margin*	11.1%	13.6%	-250 bps
Adj. Diluted EPS*	\$2.20	\$3.05	-27.9%

Analysts estimate a return to growth next year, but we know analysts are usually too exuberant.

Annual EPS Estimate

Fiscal Period Ending	EPS Estimate	Forward PE	Low	High	# of Analysts
Dec 2023	10.76	15.69	10.04	11.20	28
Dec 2024	11.81	14.30	8.46	12.65	29

If it returns to growth and costs normalize, it looks cheap compared to the S&P 500 but, if input costs go up (fuel, wages, rents etc.), margins might remain subdued and then if there is a recession, things might look uglier. That is also why it is unlikely the PE ratio will go much higher so cheaper yes, but not much better than the S&P 500.



COP has more volatile net income which usually means the cost of production is a bit higher, the stock price moves even more consequently.



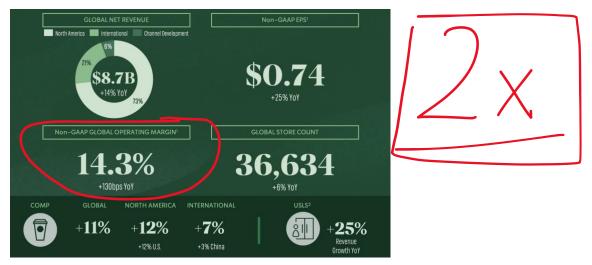
The above also means it is risker to hold something like this.

Starbucks- not favorable risk and reward...

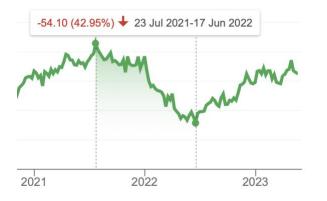
Starbucks stock has been volatile the last few years but it seems it is always able to rebound.



Things seem be going well but a PE ratio of 34 implies continuous growth ahead.

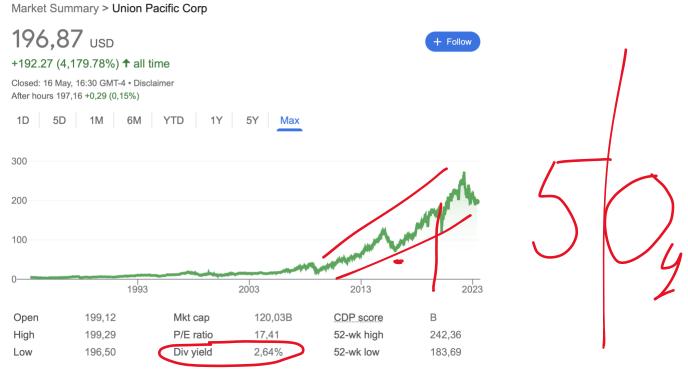


It is possible that they continue to grow at high single digits going forward but at any hiccup, the stock will likely follow the patter from the last few years with possible big crashes. This doesn't make the risk and reward attractive.

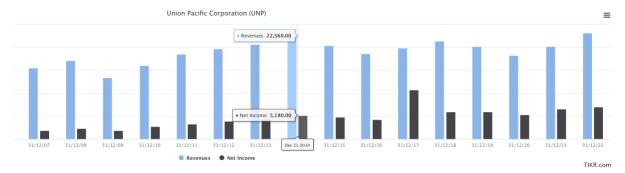


Union Pacific Corp-Like Buffett but for 40 years

With less business going forward, the PE ratio will likely adjust to the market's one of around 20 to 25.



It is important to understand there is a lot of impact from macro on this business and thus expect it to be volatile. Since 2010 and zero interest rated people have fallen in love with railroad stocks, but only Buffett bought in 2009 and got back his money in dividends by 2015. To do that now, you will have to wait approximately 40 years.



Lowes Companies

I think sometimes you just need to look at a chart and then ask yourself how and how much you can be rewarded from an investment.



Retail is a highly competitive business and if we just return to 2019, the PE ratio would be close to 50.



But yes, index funds and others are buying it because the market capitalization is high, the market must be right!!!!!

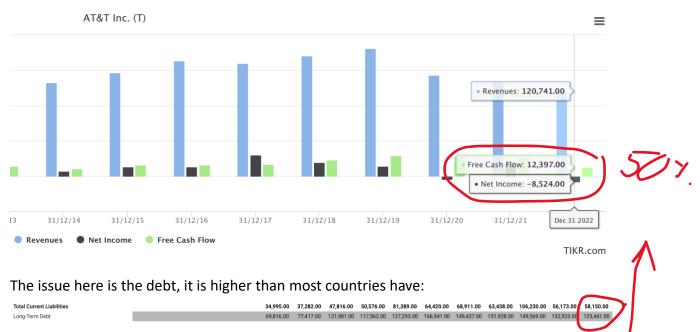
AT&T

T stock went from bad to worse, the only thing there is the dividend but if the stock declines in line with the dividend you are actually at a loss in total. (ok, there was the WBD spin etc..)



Market Summary > AT&T Inc.

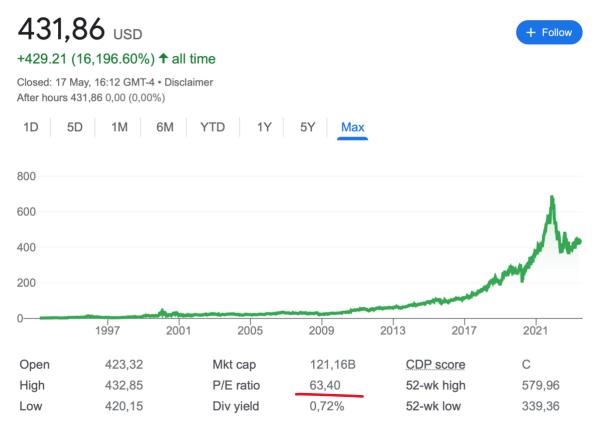
Stagnating revenues (declining due to spins) but most importantly there was a destruction in FCF from 26 billion to the current 12 billion leading to an inevitable dividend cut...

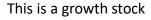


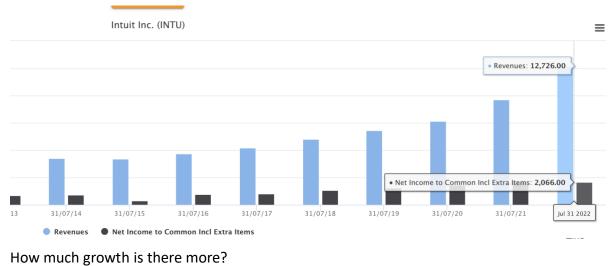
with \$10 billion of FCF, you can't repay much debt down if you want to keep the dividend, plus, higher rates will weight on the free cash flows etc... not a nice situation.

Intuit Stock

Market Summary > Intuit Inc.





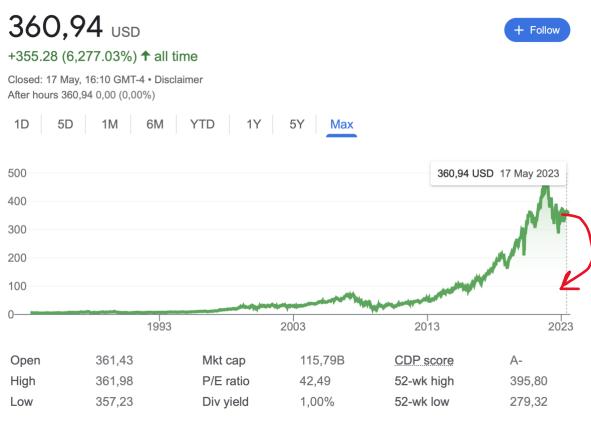


ERA OF WINDOWS	ERA OF WEB	ERA OF MOBILE AND CLOUD	ERA OF ARTIFICIAL INTELLIGENCE
		Goals, I	t Bold 2025 Refreshed and Big Bets Accelerating platform innovation Refreshed values and True North Goals
IPO 1990s	2000s	2010s	2020 to present
	Employees: 4,500	Employees: 7,700	Employees: 17,300
		WINDOWS WEB	ERA OF WINDOWS ERA OF WEB CLOUD Declared Gaals, Strategy.

And on top of the growth, they also have to be profitable to justify the \$121 billion dollar market cap.

SPGI STOCK Credit rating- PE 42 ??

Market Summary > S&P Global Inc



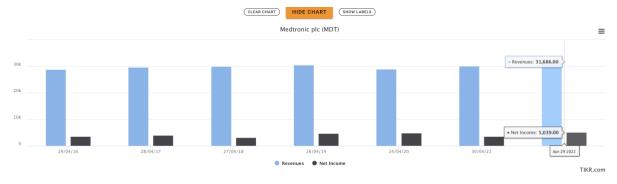
A recession would lower revenues, profits and the valuation! A trifecta of bad things!

Medtronic

Market Summary > Medtronic PLC



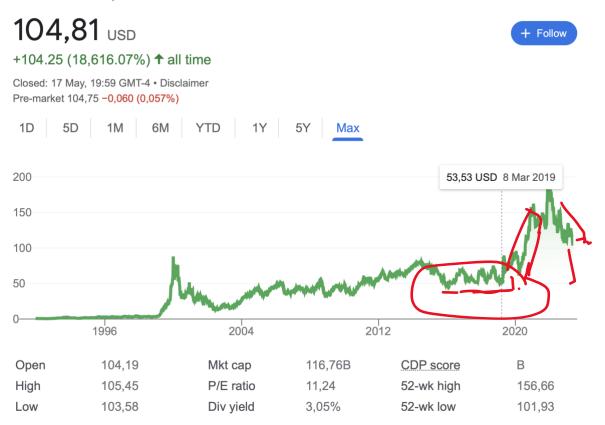
Stagnating at a PE ratio of 30? But anyway, I am not a medical specialist to know...



Qualcomm Stock

So many are infatuated by these semiconductor stocks including Qualcomm. These stocks either offer huge growth promises or look extremely cheap like QCOM looks now with a PE ratio of 11.24.

Market Summary > Qualcomm Inc



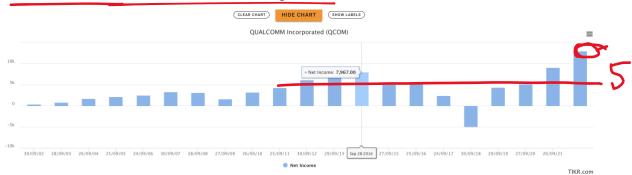
I think that to make money in the semis industry you need to think the opposite of what others do and thus buy when nobody likes the sector like it was the case between 2015 and 2019. But those are 3 hard years to wait for something to happen. The current situation isn't positive and a recession would delay IT investments and thus also their margins.



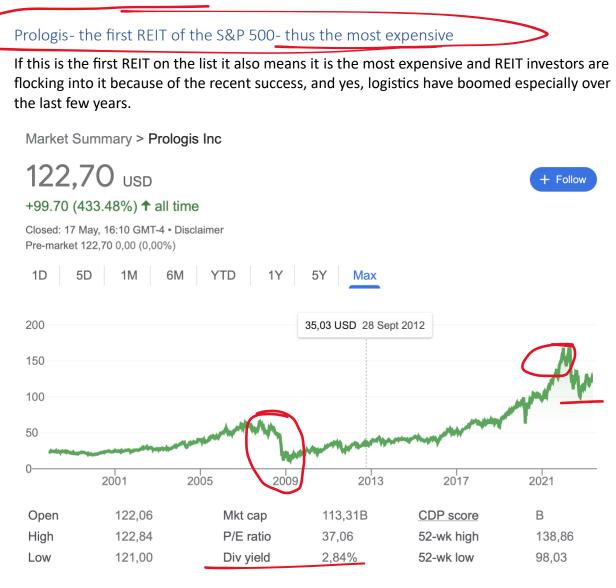
It is not that people are not going to buy phones, but if people buy 5% less phones, that completely changes the supply and demand for chips there and makes a difference between huge profits and small or no profits, that also impacts the stock.

So, we are now in a clear downturn in the semis cycle, stocks are consequently down and people are trying to time the upward part of the cycle. Of course, if everybody is waiting, the stock will go down up to a point which I think is impossible to predict as at the first sign of good news semis stocks will likely have their first and possibly the biggest move. The other option is to buy at a percentage of book value but that doesn't again hold for QCOM because they did a huge amount of buybacks over the last years and therefore book is not relevant anymore.

The other strategy is to go net income average PE over the cycle. If I look at it, over the last 10 years QCOM did around \$5 billion in net income and thus at current prices you are paying a PE ratio of 25 which doesn't make it a bargain.



I would say semis are now medium risk and medium reward, not a great opportunity. Of course, those can do well, but the risk side isn't attractive.



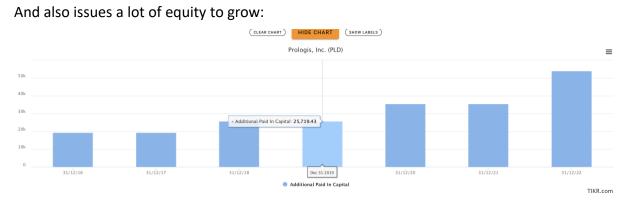
And yes, Prologis has been growing:



But they also expanded their debt in line:







The above means you are paying top price for the stock while the business is paying top price for the most attractive assets in the current market. When this reverts it gets ugly. And I know the logistics market is still growing and will likely continue give the warehouses needed etc.. but it is always the question of how much you are paying for something and the risk and reward.

Paying top price for all of it and taking cheap debt, is betting 100 to make 50, which is not a good strategy long-term...



In the best year they ever had they made \$13 billion of FCF, which gives you a 10% yield on the current market cap.



Yes, there is the hope and surely the possibility they will get back there, the market will give them a PE ratio of 25 and you will double your money, but there is also risk as we have seen various things happen over the last few years. That is investing, value investors simply look for situations where the risk is very low compared to the upside. I know I am not going to find that in the top 100 of the S&P 500 but I know it is a good exercise to do to also understand later when something could look like an opportunity whether it really is or not.

IBM

IBM managed to destroy its business:



there is likely some value there but the environment is very competitive and the stock miraculously holds in some way:

Market Summary > IBM Common Stock



Maybe dividend investors are holding it up but we will see for how long will that last....

GE

GE is another example of how management can destroy a business, or at least help destroy it. I remember Immelt doing buybacks like crazy just to get his golden parachute retirement plan without caring about the future of the company. And sometimes it is that easy, if you know the culture you likely know the end result. Yes, the stock can rebound and go up 50% at some point in time, but.... nothing for a real investor there, better leave it to Wall Street....

Market Summary > General Electric Co



Caterpillar is a cyclical

Market Summary > Caterpillar Inc.



What people forget is that CAT is a cyclical. If a recession arrives, commodities go down, everything goes down and suddenly even CAT looks bad. THus, if you want to make money here you buy it when it looks the ugliest and sell it when it looks the best. Look at the chart above and at the PE ratio, what do you think it looks the ugliest or the best now?

GS-I don't do financials, especially not investment banks

You never know what is on their books....

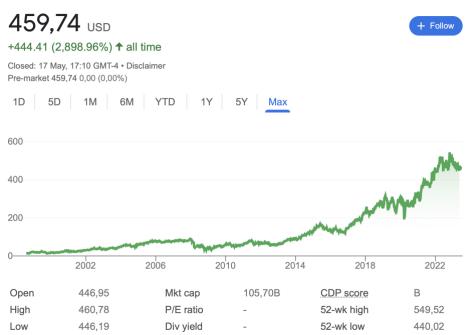
Morgan Stanley- same as GS

+ Follow

Evelance Health

health insurers are doing great recently, but then again, banking and insurance is not something I specialize in...

Market Summary > Elevance Health Inc



Intuitive surgical- pure growth stock

Market Summary > Intuitive Surgical, Inc.

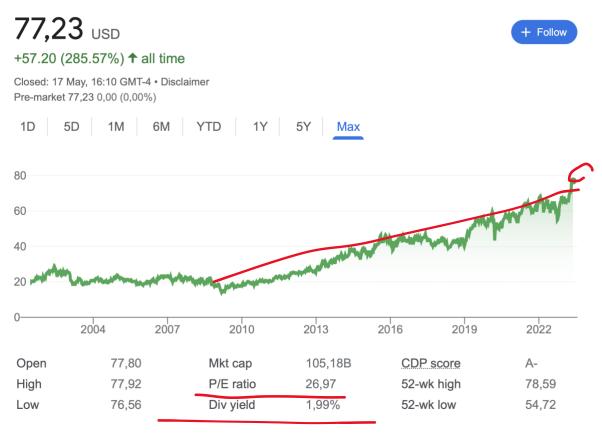
308,22 USD

+306.19 (15,083.25%) **↑** all time

Closed: 18 May, 04:11 GMT-4 • Disclaimer Pre-market 308,22 0,00 (0,00%) 1D 1Y 5Y 5D 1M 6M YTD Max 400 300 200 100 0 2006 2003 2009 20'12 20'15 2018 2021 307,51 308,97 Open Mkt cap 108,00B 52-wk high 308,78 P/E ratio 84,38 52-wk low 180,07 High 303,96 Div yield Low

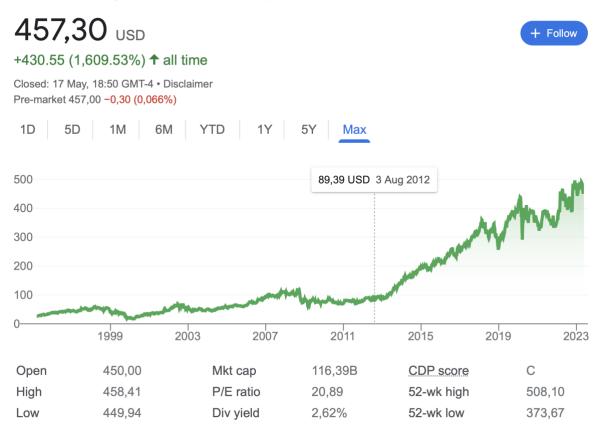
Mondelez- good business, but priced equally

Market Summary > MONDELEZ INTERNATIONAL INC Common Stock



LMT- war profits

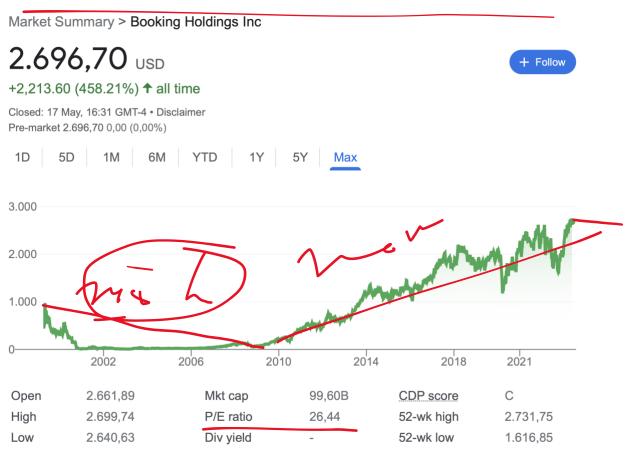
Market Summary > Lockheed Martin Corp



For the sake of us all, this stock should go down, let's hope it does. If you are a shareholders, you'll be the happiest if you lose money on this one.

BKNG Booking

Booking looks great, with more traveling it could or should boom...



But, I've cancelled my last 3 travels from booking because I found it much cheaper to go directly... When people get that, the business model might be in jeopardy...

Applied Materials Stock- Semis cycle

Market Summary > Applied Materials, Inc.



Profitable, growing...

	INCOME STAT	EMENT	BALA	ICE SHEET	CASI	H FLOW S	TATEMEN	r RAT	IOS SE	GMENTS				
Income Statement TIKR.com	31/10/10	30/10/11	28/10/12	27/10/13	26/10/14	25/10/15	30/10/16	29/10/17	28/10/18	27/10/19	25/10/20	31/10/21	30/10/22	LTM
Revenues 📀				7,509.00	9,072.00	9,659.00	10,825.00	14,698.00	16,705.00	14,608.00	17,202.00	23,063.00	25,785.00	26,638.00
Total Revenues				7,509.00	9,072.00	9,659.00	10,825.00	14,698.00	16,705.00	14,608.00	17,202.00	23,063.00	25,785.00	26,638.00
% Change YoY 💿	90.4%	10.1%	(17.1%)	(13.9%)	20.8%	6.5%	12.1%	35.8%	13.7%	(12.6%)	17.8%	34.1%	11.8%	
Cost of Goods Sold 💿				(4,515.00)	(5,228.00)	(5,672.00)	(6,316.00)	(8,086.00)	(9,188.00)	(8,222.00)	(9,487.00)	(12,137.00)	(13,792.00)	(14,292.00)
Gross Profit ()				2,994.00	3,844.00	3,987.00	4,509.00	6,612.00	7,517.00	6,386.00	7,715.00	10,926.00	11,993.00	12,346.00
% Change YoY 💿	182.7%	7.8%	(23.7%)	(10.0%)	28.4%	3.7%	13.1%	46.6%	13.7%	(15.0%)	20.8%	41.6%	9.8%	
% Gross Margins 🧿	42.4%	41.5%	38.1%	39.9%	42.4%	41.3%	41.7%	45.0%	45.0%	43.7%	44.8%	47.4%	46.5%	46.3%
Selling General & Admin Expenses 📀				(891.00)	(852.00)	(833.00)	(819.00)	(895.00)	(999.00)	(960.00)	(1,013.00)	(1,184.00)	(1,400.00)	(1,532.00)
R&D Expenses 🕖				(1,320.00)	(1,428.00)	(1,451.00)	(1,540.00)	(1,781.00)	(2,022.00)	(2,054.00)	(2,234.00)	(2,485.00)	(2,771.00)	(2,977.00)
Total Operating Expenses				(2,211.00)	(2,280.00)	(2,284.00)	(2,359.00)	(2,676.00)	(3,021.00)	(3,014.00)	(3,247.00)	(3,669.00)	(4,171.00)	(4,509.00)
Operating Income 📀				783.00	1,564.00	1,703.00	2,150.00	3,936.00	4,496.00	3,372.00	4,468.00	7,257.00	7,822.00	7,837.00
% Change YoY 💿	927.7%	19.8%	(53.6%)	(28.4%)	<i>99.7</i> %	8.9%	26.2%	83.1%	14.2%	(25.0%)	32.5%	62.4%	7.8%	
% Operating Margins 💿	20.6%	22.4%	12.5%	10.4%	17.2%	17.6%	19.9%	26.8%	26.9%	23.1%	26.0%	31.5%	30.3%	29.4%
Interest Expense 0				(95.00)	(95.00)	(103.00)	(155.00)	(198.00)	(234.00)	(237.00)	(240.00)	(236.00)	(228.00)	(290.00)
Interest And Investment Income				14.00	13.00	11.00	21.00	80.00	113.00	120.00	76.00			
Income (Loss) On Equity Invest. 📀														
Currency Exchange Gains (Loss) 💿											(10.00)	29.00	67.00	67.00
Other Non Operating Income (Expenses)											(1.00)	(10.00)	(35.00)	(35.00)
EBT Excl. Unusual Items				702.00	1,482.00	1,611.00	2,016.00	3,818.00	4,375.00	3,255.00	4,293.00	7,040.00	7,626.00	7,579.00
Merger & Restructuring Charges				(73.00)	(44.00)	(10.00)	2.00		(5.00)	(22.00)	(80.00)	(202.00)	(34.00)	(38.00)
Impairment of Goodwill				(224.00)										
Gain (Loss) On Sale Of Investments				(1.00)	10.00	(3.00)		3.00	26.00	36.00	9.00	99.00	7.00	7.00
Gain (Loss) On Sale Of Assets														
Asset Writedown 💿				(54.00)										
In Process R&D Expenses														
Legal Settlements 💿														
Other Unusual Items							(5.00)	(5.00)			(56.00)	(166.00)		
EBT Incl. Unusual Items				350.00	1,448.00	1,598.00	2,013.00	3,816.00	4,396.00	3,269.00	4,166.00	6,771.00	7,599.00	7,548.00
Income Tax Expense 💿				(94.00)	(376.00)	(221.00)	(292.00)	(297.00)	(1,358.00)	(563.00)	(547.00)	(883.00)	(1,074.00)	(1,059.00)
Earnings From Continuing Operations				256.00	1,072.00	1,377.00	1,721.00	3,519.00	3,038.00	2,706.00	3,619.00	5,888.00	6,525.00	6,489.00
Net Income to Company				256.00	1,072.00	1,377.00	1,721.00	3,519.00	3,038.00	2,706.00	3,619.00	5,888.00	6,525.00	6,489.00
Net Income				256.00	1,072.00	1,377.00	1,721.00	3,519.00	3,038.00	2,706.00	3,619.00	5.888.00	6,525.00	6,489.00

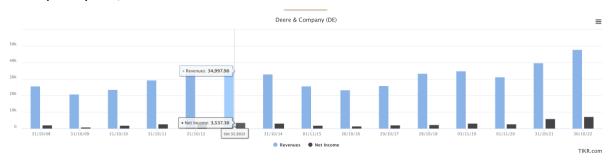
But the above are numbers from the past, however those are good to keep in mind as it is possible those levels will be reached again. But, also to keep in mind 2021/22 were the absolute best environment for the company. Gross margins reached all-time highs. So, like with any other semis stock, it is all about the cycle...

Deere-

High prices of food, makes farmers invest more, equal with commodities, and thus increases demand for all kind of machinery.



But, the company has seen similar amazing times in the early 2010s, only to suffer in the subsequent years, till the next boom.



Nothing wrong with the business, but one has too keep in mind the cycle. I would prefer to consider investing in this at cycle lows, not an all time best possible times for the sector.

Gilead- I don't do pharma

Stryker Corporation

The chart below tells me this is a great business for sure!



It likely delivers on the products, it is a sector with growing demand as we are not getting any younger, but the stock is also priced for that.

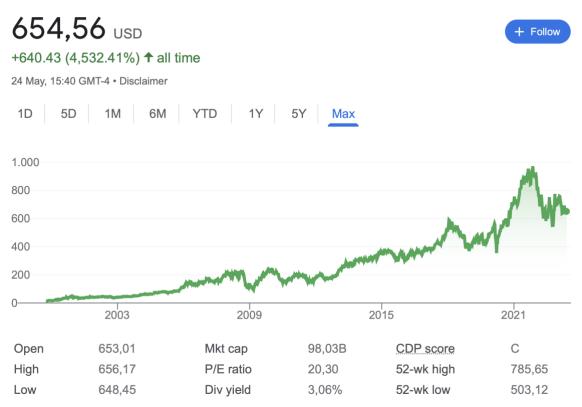


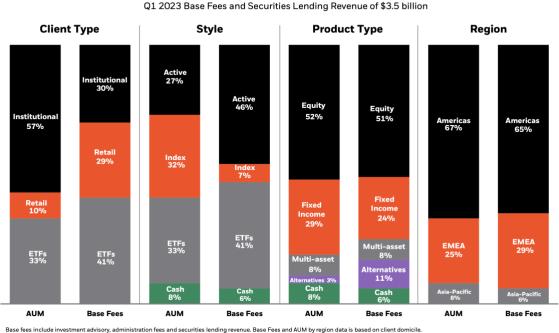
All great, but you know me, not paying 40 times earnings...

Blackrock

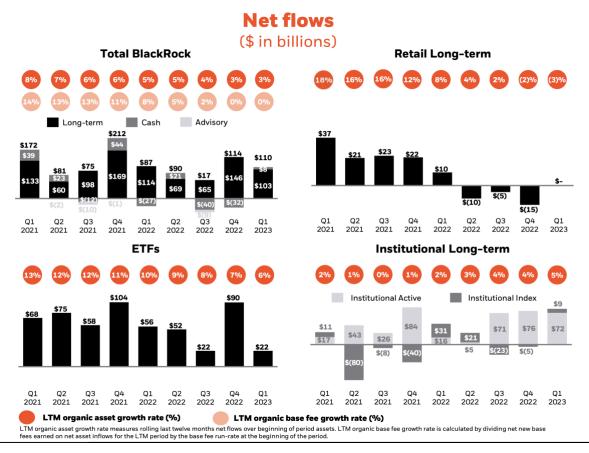
I remember doing a video a year ago saying how BLK was on the overvalued side and now I see I wasn't wrong. We now have a PE ratio of 20 which is in line with the market. It is interesting to follow it as it also is thermometer for the market sentiment given the \$9 trillion in assets under management.

Market Summary > BlackRock Inc





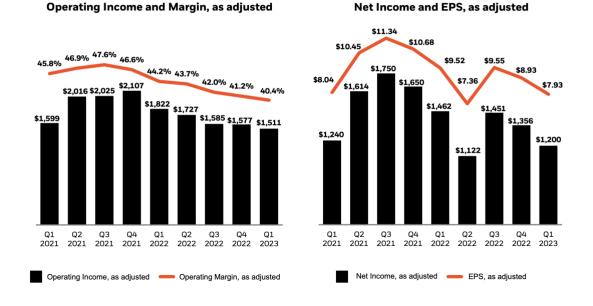
Net market flows remain positive, thus we haven't seen nothing qua bad times.



But things have slowed down when it comes to the 2021 financial crazyness.

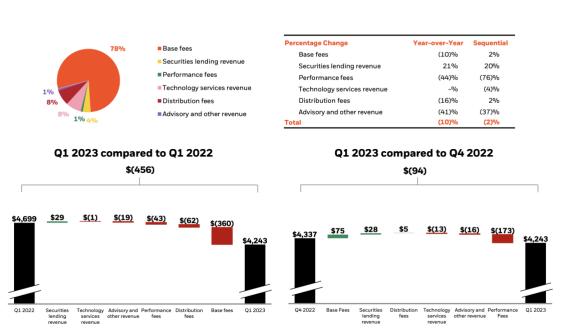
A broadly diversified business across clients, products and geographies

Assets Under Management of \$9.09 trillion at March 31, 2023 Q1 2023 Base Fees and Securities Lending Revenue of \$3.5 billion



Profitability (\$ in millions, except per share data)

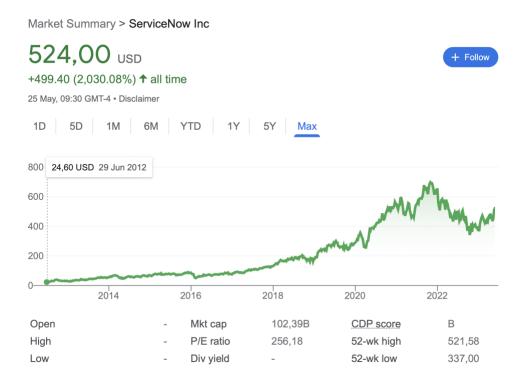
If the market tanks, so do BLK's fees as it is a fraction of assets under management.



So, the market is still high, to consider BLK a safe investment. That is about it, simple business. They will soon have their investor day which will be interesting to follow in general as an investor.

Quarterly revenue (\$ in millions)

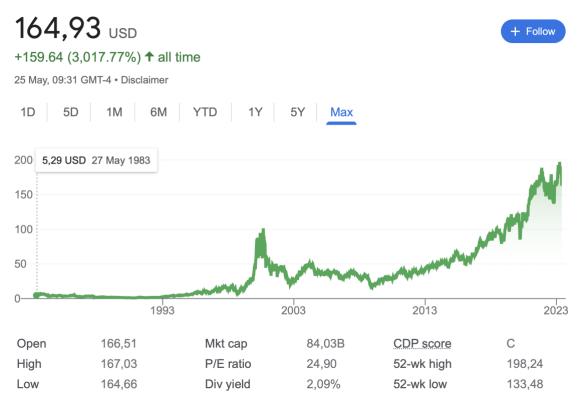
Servicenow- software cloud, who knows..



I don't really look to invest at companies with 100 billion market cap at 15 times revenue...

Analog Devices

Market Summary > Analog Devices, Inc.



Another semis, this doing well.

ΤJΧ

Market Summary > TJX Companies Inc



Likely a good company, nothing special but priced in line with the market.

American Tower Corp- interest rate game

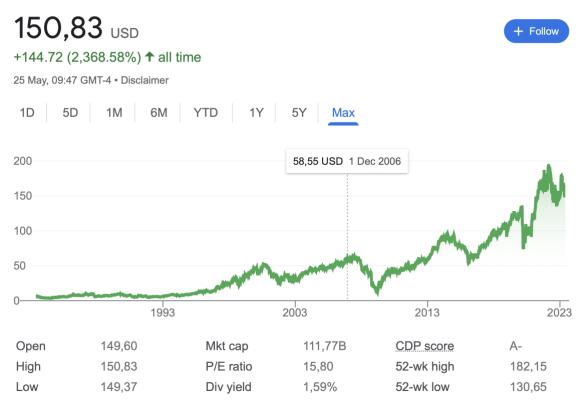


Stable company and cash flows, thus it is off cash flows. With interest rates higher this is lower, that is simple... Stocks down since rates started going up....

Market Summary > American Tower Corp

Marsh & Mclennan- Insurance- not for me Vertex Pharmaceuticals- Biopharma- not for me American Express- cheaper, but declining net income



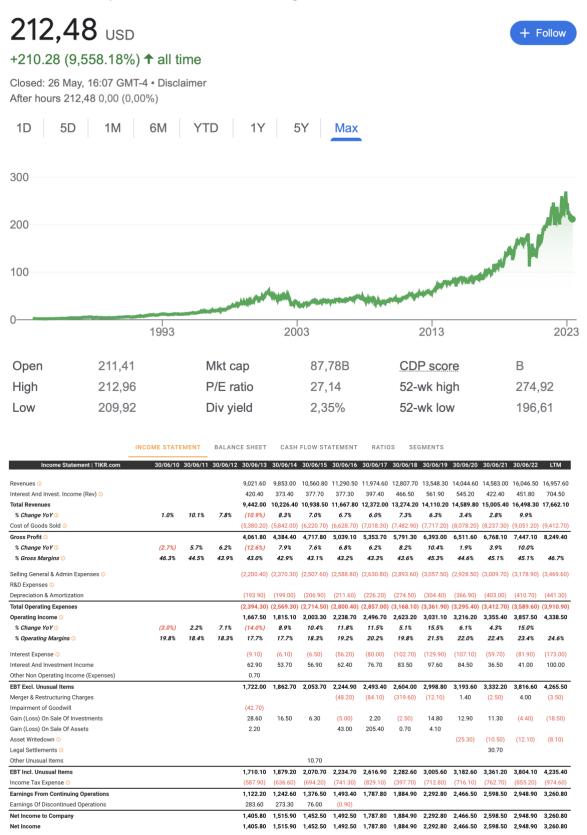


Net income has been slowing down and a recession would hurt it, just check the above drops in 2002, 2009, 2015... so it is under the influence of credit card non payments etc... That is why it is cheaper compared to the market.

Citigroup- bank

Automatic Data Processing

Market Summary > Automatic Data Processing Inc



Nothing wrong above, profitable, growing, high margins, growing margins... Fairly priced likely too.

CVS Health

Very interesting how the market loves and then hates these companies.



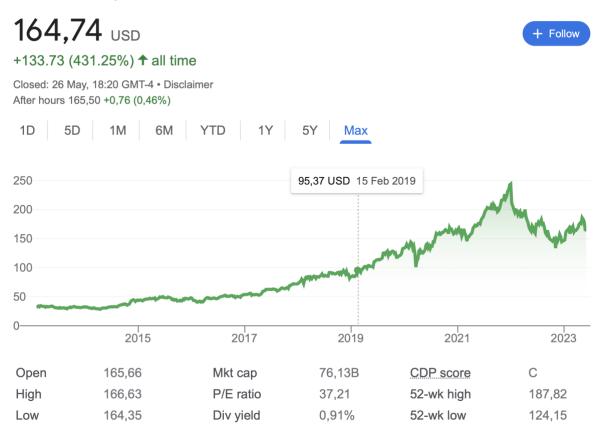
Their net income is very volatile, this means the market is competitive. Plus it is a regulated business, thus likely will do ok but nothing spectacular...

		INCOME \$	STATEMEN	Т В	ALANCE SHE	ET CAS	H FLOW ST	ATEMENT	RATIOS	SEGMEN	TS				
Income Statement TIKR.com	31/12/09	31/12/10	31/12/11	31/12/12	. 31/12/13	31/12/14	31/12/15	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	31/12/22	LTM
Revenues 📀					126,761.00	139,367.00	153,290.00	177,526.00	184,765.00	193,919.00	255,765.00	267,908.00	290,912.00	321,629.00	329,915.00
Total Revenues					126,761.00	139,367.00	153,290.00	177,526.00	184,765.00	193,919.00	255,765.00	267,908.00	290,912.00	321,629.00	329,915.00
% Change YoY 📀	12.3%	(2.5%)	11.8%	15.0%	3.0%	9.9%	10.0%	15.8%	4.1%	5.0%	31.9%	4.7%	8.6%	10.6%	
Cost of Goods Sold ()					(102,978.00)	(114,000.00)	(126,762.00)	(148,666.00)	(156,258.00)	(163,041.00)	(211,248.00)	(219,660.00)	(240,063.00)	(268,173.00)	(276,644.00)
Gross Profit 📀					23,783.00	25,367.00	26,528.00	28,860.00	28,507.00	30,878.00	44,517.00	48,248.00	50,849.00	53,456.00	53,271.00
% Change YoY 📀	11.3%	(0.7%)	1.7%	9.4%	5.8%	6.7%	4.6%	8.8%	(1.2%)	8.3%	44.2%	8.4%	5.4%	5.1%	
% Gross Margins ()	20.7%	21.1%	19.2%	18.3%	18.8%	18.2%	17.3%	16.3%	15.4%	15.9%	17.4%	18.0%	17.5%	16.6%	16.1%
Selling General & Admin Expenses 📀					(15,818.00)	(16,543.00)	(16,833.00)	(18,284.00)	(18,737.00)	(20,827.00)	(32,699.00)	(34,585.00)	(36,809.00)	(38,039.00)	(38,295.00)
Depreciation & Amortization															
Total Operating Expenses					(15,818.00)	(16,543.00)	(16,833.00)	(18,284.00)	(18,737.00)	(20,827.00)	(32,699.00)	(34,585.00)	(36,809.00)	(38,039.00)	(38,295.00)
Operating Income 🛈					7,965.00	8,824.00	9,695.00	10,576.00	9,770.00	10,051.00	11,818.00	13,663.00	14,040.00	15,417.00	14,976.00
% Change YoY 💿	6.3%	(4.5%)	3.2%	13.9%	10.5%	10.8%	9.9 %	9.1%	(7.6%)	2.9%	17.6%	15.6%	2.8%	9.8%	
% Operating Margins 📀	6.5%	6.4%	<i>5.9</i> %	5.9%	6.3%	6.3%	6.3%	6.0%	5.3%	5.2%	4.6%	5.1%	4.8%	4.8%	4.5%
Interest Expense ()					(517.00)	(615.00)	(807.00)	(1,078.00)	(1,062.00)	(2,619.00)	(3,035.00)	(2,907.00)	(2,503.00)	(2,287.00)	(2,290.00)
Interest And Investment Income					8.00	15.00	21.00	20.00	21.00	660.00	1,011.00	798.00	1,199.00	838.00	1,004.00
Other Non Operating Income (Expenses)						(25.00)	(21.00)	(1.00)		(2.00)	(7.00)	(12.00)	(4.00)	(4.00)	(24.00)
EBT Excl. Unusual Items					7,456.00	8,199.00	8,888.00	9,517.00	8,729.00	8,090.00	9,787.00	11,542.00	12,732.00	13,964.00	13,666.00
Merger & Restructuring Charges							(272.00)	(325.00)	(280.00)	(492.00)	(711.00)	(332.00)	(1,490.00)		
Impairment of Goodwill									(181.00)	(6,149.00)			(431.00)		
Gain (Loss) On Sale Of Assets														(2,533.00)	(2,841.00)
Asset Writedown 📀										(43.00)					
Legal Settlements 0					72.00			88.00						(5,803.00)	(5,319.00)
Other Unusual Items						(521.00)		(643.00)			(79.00)	(1,440.00)	(391.00)		
EBT Incl. Unusual Items					7,528.00	7,678.00	8,616.00	8,637.00	8,268.00	1,406.00	8,997.00	9,770.00	10,420.00	5,628.00	5,506.00
Income Tax Expense 📀					(2,928.00)	(3,033.00)	(3,386.00)	(3,317.00)	(1,637.00)	(2,002.00)	(2,366.00)	(2,569.00)	(2,522.00)	(1,463.00)	(1,554.00)
Earnings From Continuing Operations					4,600.00	4,645.00	5,230.00	5,320.00	6,631.00	(596.00)	6,631.00	7,201.00	7,898.00	4,165.00	3,952.00
Earnings Of Discontinued Operations					(8.00)	(1.00)	9.00	(1.00)	(8.00)			(9.00)			
Net Income to Company					4,592.00	4,644.00	5,239.00	5,319.00	6,623.00	(596.00)	6,631.00	7,192.00	7,898.00	4,165.00	3,952.00
Minority Interest							(2.00)	(2.00)	(1.00)	2.00	3.00	(13.00)	12.00	(16.00)	(21.00)
Net Income					4.592.00	4,644.00	5,237.00	5,317.00	6,622.00	(594.00)	6.634.00	7,179.00	7,910.00	4,149.00	3,931.00

Zoetis- vaccines for animals

Very interesting business model and likely not as competitive as other, but still at a PE ratio of 37.

Market Summary > Zoetis Inc



TMUS

Deutsche Telecom owns 53% of this.



Thus, whatever else they own is worth approximately \$30 billion given the market cap of Deutsche is 105 billion EUR or \$112. 50.2% of TMUS is \$81 which leaves 30. Also, the above has an adjusted PE ratio of around 20, while the mother company has a standard telco PE ratio of 5.

Market Summary > Deutsche Telekom AG



The income statement is skewed because of the Sprint merger and subsequent merger charges.

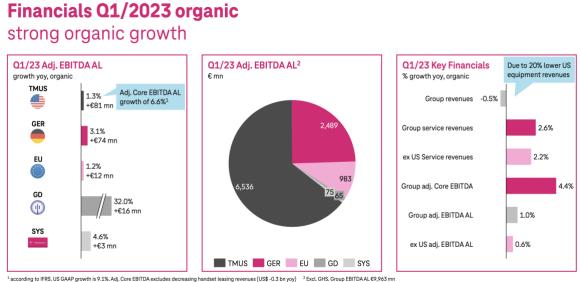
INCOME STATEMENT	BALANCE SHE	ET CAS	H FLOW ST	ATEMENT	RATIOS	SEGM	ENTS	
Income Statement TIKR.com	31/12/16	31/12/17	31/12/18	31/12/19	31/12/20	31/12/21	31/12/22	LTM
Revenues ()	36,571.00	39,535.00	42,450.00	44,340.00	67,707.00	79,096.00	78,453.00	77,896.00
Other Revenues 📀	919.00	1,069.00	860.00	658.00	690.00	1,022.00	1,118.00	1,187.00
Total Revenues	37,490.00	40,604.00	43,310.00	44,998.00	68,397.00	80,118.00	79,571.00	79,083.00
% Change YoY 🛈	15.5%	8.3 %	6.7%	<i>3.9%</i>	<i>52.0%</i>	17.1%	(0.7%)	
Cost of Goods Sold ()	(16,550.00)	(17,708.00)	(18,354.00)	(18,521.00)	(27,614.00)	(34,572.00)	(32,012.00)	(31,147.00)
Gross Profit 0	20,940.00	22,896.00	24,956.00	26,477.00	40,783.00	45,546.00	47,559.00	47,936.00
% Change YoY 0	19.2%	9.3 %	<i>9.0%</i>	6.1%	54.0%	11.7%	4.4%	
% Gross Margins 🛈	<i>55.9%</i>	56.4%	57.6%	58.8%	59.6%	56.8%	<i>59.8%</i>	60.6%
Selling General & Admin Expenses 📀	(11,378.00)	(12,259.00)	(12,965.00)	(13,519.00)	(17,205.00)	(19,169.00)	(20,826.00)	(21,134.00)
Depreciation & Amortization	(6,142.00)	(5,984.00)	(6,486.00)	(6,616.00)	(14,151.00)	(16,383.00)	(13,651.00)	(13,269.00)
Other Operating Expenses								
Total Operating Expenses	(17,520.00)	(18,243.00)	(19,451.00)	(20,135.00)	(31,356.00)	(35,552.00)	(34,477.00)	(34,403.00
Operating Income 0	3,420.00	4,653.00	5,505.00	6,342.00	9,427.00	9,994.00	13,082.00	13,533.00
% Change YoY 🕕	23.2%	36.1%	<i>18.3%</i>	15.2%	48.6%	6.0%	<i>30.9%</i>	
% Operating Margins 🛈	9.1%	11.5%	12.7%	14.1%	13.8%	12.5%	16.4%	17.1%
Interest Expense 0	(1,730.00)	(1,671.00)	(1,357.00)	(1,135.00)	(2,701.00)	(3,342.00)	(3,364.00)	(3,335.00)
Interest And Investment Income	13.00	17.00	19.00	24.00				
Income (Loss) On Equity Invest. 📀								
Currency Exchange Gains (Loss) 📀								
Other Non Operating Income (Expenses)	(6.00)	(73.00)	68.00	11.00	(34.00)	(10.00)	(39.00)	(19.00)
EBT Excl. Unusual Items	1,697.00	2,926.00	4,235.00	5,242.00	6,692.00	6,642.00	9,679.00	10,179.00
Merger & Restructuring Charges	(104.00)		(196.00)	(620.00)	(1,915.00)	(3,107.00)	(4,969.00)	(3,914.00)
Impairment of Goodwill					(218.00)			
Gain (Loss) On Sale Of Assets	835.00	235.00					(1,087.00)	(1,045.00)
Asset Writedown 📀	(101.00)				(200.00)		(477.00)	(477.00)
Legal Settlements 📀								43.00
Other Unusual Items			(122.00)	(19.00)	(829.00)	(184.00)		
EBT Incl. Unusual Items	2,327.00	3,161.00	3,917.00	4,603.00	3,530.00	3,351.00	3,146.00	4,786.00
Income Tax Expense 📀	(867.00)	1,375.00	(1,029.00)	(1,135.00)	(786.00)	(327.00)	(556.00)	(969.00)
Earnings From Continuing Operations	1,460.00	4,536.00	2,888.00	3,468.00	2,744.00	3,024.00	2,590.00	3,817.00
Earnings Of Discontinued Operations					320.00			
Extraordinary Item & Accounting Change								
Net Income to Company	1,460.00	4,536.00	2,888.00	3,468.00	3,064.00	3,024.00	2,590.00	3,817.00
Minority Interest								
Net Income	1,460.00	4,536.00	2,888.00	3,468.00	3,064.00	3,024.00	2,590.00	3,817.00

Without the \$4 billion in chargers, there should be net income of around 8 billion which is a pe ratio of 20.

But, let me check Dutsche here first...

Ok, yes they own TMUS but they also have EUR99 billion of debt, however, as they own most of TMUS, its \$66 billion debt pile is also consolidated into Deutsche, which leaves it with much less debt.

Anyway, of EBTIDA after leases, 35% is from Deutsche and the rest is from TMUS.

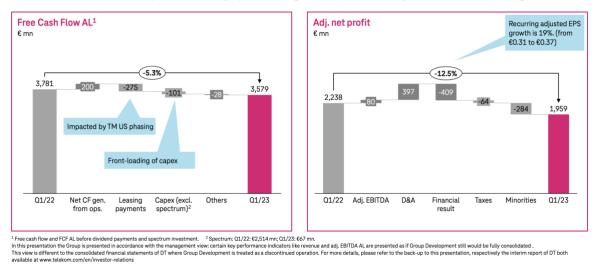


¹according to IFRS, US GAAP growth is 9.1%, Adj. Core EBITDA excludes decreasing handset leasing revenues (US\$ -0.3 bn yoy) ² Excl. GHS, Group EBITDA AL 69,963 mn In this presentation the Group is presented in accordance with the management view: certain key performance indicators like revenue and adj. EBITDA AL 69,963 mn This view is different to the consolidated financial statements of DT where Group Development is treated as a discontinued operation. For more details, please refer to the back-up to this presentation, respectively the interim report of DT both available at www.telekom.com/en/investor-relations

FCF is around 3.5 billion per quarter.

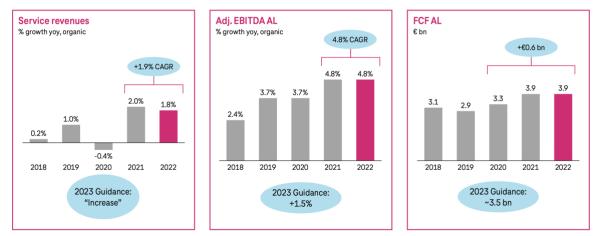
FCF AL and net profit

free cash flow impacted by phasing, net profit by non-recurring factors



FCF without TMUS is around 3.5 billion per year, giving it a 10% yield on the stock withtout TMUS.

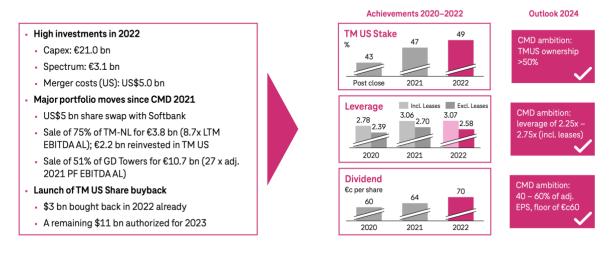
Ex US Financials 2018–2022 multi-year growth in key financials



They sold 75% of TM-NL for EUR 3.8 billion. Sold at 8.7x EBITDA. T-mobile is leading in mobile but lagging in broadband.

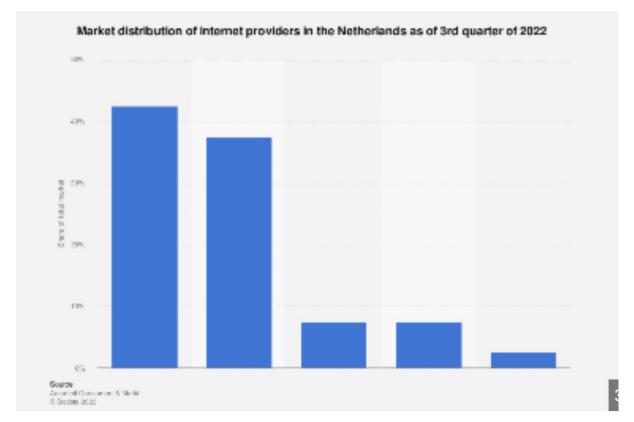
Capital allocation/portfolio

delivering on CMD capital allocation priorities



T-mobile is leading in mobile but lagging in broadband.





Anyway, Ziggo has 2 billion of EBITDA, thus at 8.7 if you sell 50% of it, you could get 8.7 billion easily, which is the market cap of the 50% owner....

€bn	2022 pro forma	2023e	2024e	
Revenue Group	113.7	Slight increase	Slight Increase	
Germany	24.7	Slight increase	Increase	
US (in US\$)	79.3	Slight increase	Slight increase	
Europe	11.2	Increase	Slight increase	
Systems Solutions	3.7	Stable	Slight increase	
Service Revs Group	91.6	Increase	Increase	
Germany	21.7	Slight increase	Slight increase	
US (in US\$)	61.2	Increase	Increase	
Europe	9.3	Increase	Slight increase	
Systems Solutions	3.6	Stable	Slight increase	
Adj. EBITDA AL Group	39.3	Around 40.8	Strong Increase	
Germany	9.9	10.2	Increase	
US (in US\$)	27.0	28.4	Strong Increase	
Europe	4.0	4.0	Increase	
Systems Solutions	0.3	0.3	Increase	

Outlook 2022/23 as per annual report 2022 (1/2)¹

¹ See annual report 2022 for additional details

Anyway, TMUS looks overvalued, thus Deutsche follows. That is always the question, to pay full price for the hot stock or look for bargains where nobody is looking? I know my answer...

Chubb-Insurance

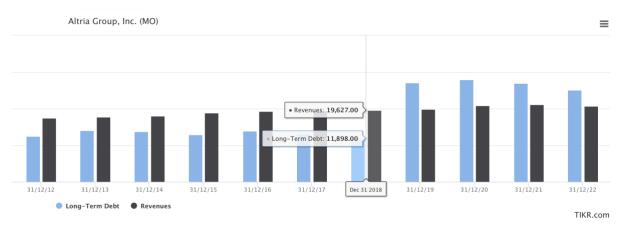
Altria- dividend is less attractive and this will end up ugly

I remember <u>looking at this in 2018</u> and saying how I don't like businesses that are on the decline.

Market Summary > Altria Group Inc



If I just look at it now, it looks much worse and actually it is going to end up ugly.

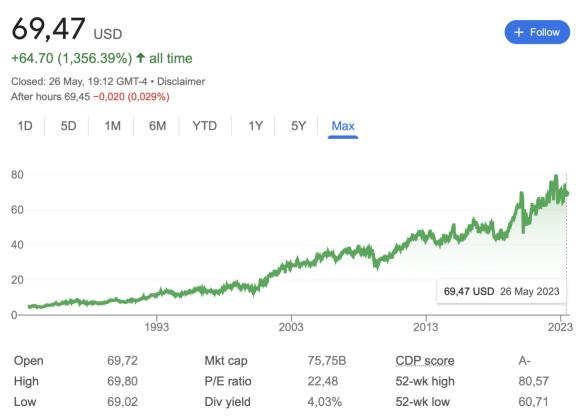


The company has not increased revenues but did go on a borrowing spree to hold the dividend which is insane!! Debt is 20 billion and they keep focusing on paying 6 billion in dividends each year... The debt went form 12 to 20 billion in 5 years. A dividend company increasing its debt? Usually the remaining value will be zero.. be careful.

Regenereon Pharmaceuticals- pharma Southern Company- US Utility 4% yield

Uh, \$50 billion of debt, investing heavily, keeping the dividend but... Leveraged utilities look and are great until those aren't anymore... Here and there something happens and then paf.. For a 4% slowly growing dividend yield, it looks like fairly priced but nothing more.

Market Summary > Southern Co



Charles Schwab Stock- playing with fire...

I remember in the late 2010s the brokers were struggling because of the 'free trading' competition like Robinhood, then those boomed during the pandemic only to return to previous levels as I see here. The recent March drop is related to the banking scare and the fact that most people having cash with the broker will put it somewhere else.

Market Summary > Charles Schwab Corporation Common Stock



uh, they just borrowed \$2.5 billion at 5% and above, thus...

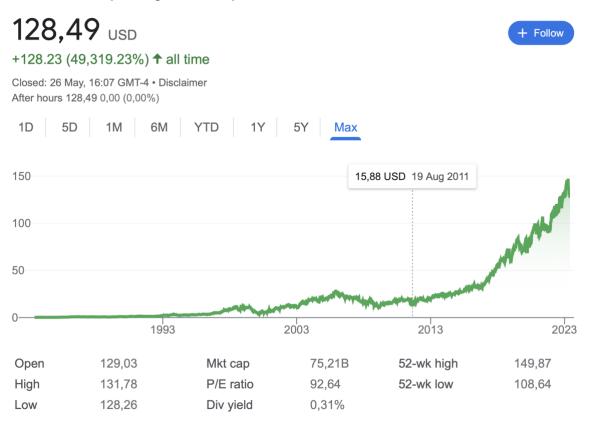
The thing is that every financial game where you depend on market forces, is extremely risky... They do have \$20 billion of unrealized losses on the balance sheet - is it theirs, it is from the clients? It can't be from the clients and they should keep that just as an asset and liability.. thus they are playing with fire....

so, not just a broker, but also a bank uh

Progressive-Insurance with a twist.

If you listen to Berkshire's conference calls, in every call there is a question about how come Progressive is so good and Geico isn't catching up with it as fast... Also, if you look at the chart below, Progressive investors did better than BRK.

Market Summary > Progressive Corp



But, when it comes to the answer, either from Warren or from Ajit, I get the feeling that what they would like to say is: Let Progressive do its thing and let us do our thing the way we do it.

I don't know much about insurance, but I know Charlie Munger says that all the big insurers usually go bankrupt every few decades. Given the stock chart above, either Progressive invented cold water or they are doing something Warren is not willing to do (think risk).

I don't know who is right there, but if you are investing in Progressive, you should know that answer.

Cigna- insurance

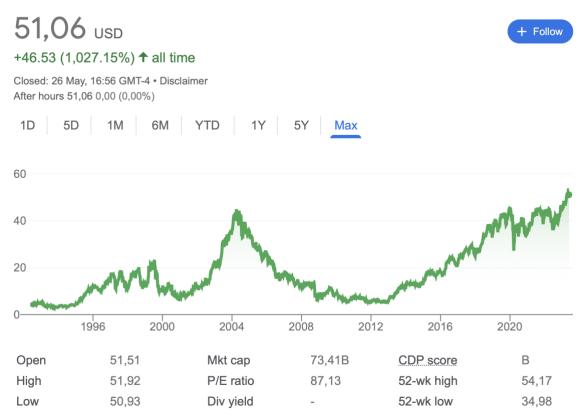
Market Summary > Cigna Group



Boston Scientific

Likely a good company, but not for me at these levels.

Market Summary > Boston Scientific Corporation



At a price to sales level of 7, what happened in 1999 or 2005 can happen again.