# HOW TO CALCULATE INTRINSIC VALUE 

The 10 Step Complete Guide With 5 Stock Examples


## Comprehensive Stock Market Investing Course By Sven Carlin

## How To Calculate Intrinsic Value - The 10 Step Complete Guide With 5 Stock Examples

Value investing is simple; you just have to buy a stock when it is trading below its intrinsic value.

## Hm, but what is intrinsic value? How to calculate intrinsic value? How to

 compare our intrinsic value with the stock price?Well, here is all you need to know about intrinsic value explained in 10 detailed steps while using a 5 stock valuation examples (Alibaba, Apple, Berkshire, S\&P 500 and Verizon).

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## What Is Intrinsic Value

First, let's start by defining what intrinsic value is.
Warren Buffett defines intrinsic value as, and I quote:
"Intrinsic value is the number, that if you are all knowing about the future, and can predict all the cash that a business can give you between now and judgement day, discount it at a proper discount rate, that number is what the intrinsic value of a business is".

Here is the video from a 2000 presentation made by Warren Buffett Defining Intrinsic Value with more details related to the above quote!

The key factors related to the process of calculating intrinsic value discussed by Warren Buffett in the video and core to understanding how to calculate intrinsic value, are the following:

- The only reason to make an investment is laying out money now to get MORE money later. INVESTMENT RETURN
- "This is what I think it is going to pay out in the future" - the job of an analyst, thus our job when calculating intrinsic value is to estimate what the business will pay us in the future. Questions related: "HOW MUCH


## ARE YOU GOING TO GET, WHEN ARE YOU GOING TO GET IT and HOW SURE ARE YOU?"

- "Whether we are buying the whole of a business or just a piece of it, I always think we are buying the whole of the business" - OWNERSHIP MENTALITY, the only real investing mentality.
- "If you can't answer the above questions, you can't buy the stock, you can only gamble in it" INVEST IN BUSINESSES, DON’T SPECULATE ON STOCKS

Now that we have had a great introduction on what intrinsic value is from Warren, let's further discuss the details and structure those in 10 easy steps so that you can calculate the intrinsic value of whatever investment opportunity that lies ahead of you.

My free downloadable intrinsic value template will come in handy. I have published the below table in a 2020 video that received more than 117 thousand views but I also received a lot of feedback, and thanks to your feedback I here make an even better presentation on how to calculate intrinsic value that explains all the important details and is comprehensive.

The figure below shows the 10 steps we are going to cover by explaining the key factors related to correctly assessing the value of each factor.


## Sven Carlin Intrinsic Value Template - Free Download

Just a reminder before we start; investing, and thus calculating intrinsic values implies estimating what will happen in the future, which is, a priori, an impossible feat. Therefore, the aim of an intrinsic value calculation is not to precisely know what the stock price will be 10 years down the road, but to merely estimate the current value of an investment based on current information and likely long-term developments.

The main goal of such an approach to intrinsic value calculation is to compare current investment opportunities that should offer the lowest possible risk for the highest possible reward.

Consequently, when you know the intrinsic value to you, because that is the only thing that matters - the value a business will deliver to you (investing is personal, whoever tells you differently lies) - you can see which are the best vehicles that will bring you towards your financial goals.

## How to calculate the intrinsic value of a stock in 10 steps

The 10 steps should cover the key factors when it comes to estimating the intrinsic value of a business.

1. What metric to use - dividend, earnings, free cash flows...
2. What is the difference between using per share metrics or the market capitalization for the whole company.
3. Present value calculation - What to account for.
4. What discount rate to use.
5. How to estimate the growth rate of the business.
6. How to estimate the terminal multiple.
7. What is the terminal value and why use it.
8. Why do we use scenarios.
9. The importance of the worst case/margin of safety scenario.
10. How to get to one number and then how to compare it to the stock price to see if the stock is under or over valued.

I will explain the above with 5 stock valuation examples with businesses that differ significantly one from the other:

- Alibaba is a business growing fast based on the 'scale economies shared' model
- Apple is cash machine, still growing, but focused on buybacks and maintaining its position in the market.
- Berkshire is Buffett's financial investing fortress, has no dividends but it is made to last forever.
- S\&P 500 - index fund offers both dividend and net income as metrics.
- Verizon is a dividend stock with a lot of debt.

Let's start with the steps.

## STEP 1 - What Input Metric To Use?

When it comes to selecting the first input, thus the business metric to use for the intrinsic value calculation, one should first think of what metric best describes the business and especially what metric best describes the value the business is creating for you, the owner.

For example:

- Alibaba is a growth stock focused on building an ecosystem where profits are currently secondary - thus one might think of cash flows, but also about business value in general, i.e. the future value of the ecosystem.
- Apple is a cash flow machine that will make approximately $\$ 100$ billion of net cash in 2021.
- Berkshire is Buffett's business focused on increasing value year over year through earnings and also hidden earnings.
- S\&P 500 represents the best 500 US businesses and usually grows in line with economic growth over the long-term. Thus, investing returns are in line with net income development, keeping in mind long interest rate cycles and valuations.
- Verizon is easy, if the debt doesn't become a burden, then the dividend is key.

The core of selecting an input is that whatever input you use, the result should be the same. If you use dividends or earnings for Verizon, the intrinsic value should be equal because the terminal multiple will be different i.e. a $5 \%$ dividend or a price to earnings ratio of 10 , but more about that in step 6 - the terminal multiple.

## STEP 2 - Per share vs. total company metrics

To calculate intrinsic value one can use total earnings per share or net income. In case a 'per share' metric is used, then the received intrinsic value is compared to the share price. When net income or another total company metric is the input, the result is compared to the market capitalization.

But, when buying a stock Warren Buffett always prefers to think like he is buying the whole business which is very important from a business owner/investor perspective. Such a mindset prevents you from becoming a speculator in stocks and keeps your focus on the business and the rewards the business delivers, not where the stock might go - which is the key factor when it comes to intrinsic values. Therefore, I prefer using net income, total dividend payout or free cash flows and the compare intrinsic value results to the market capitalization.

However, this leads to issues and complicates things if the analyzed company does a lot of buybacks or raises new capital diluting current shareholders. If that is the case, then maybe it is best to use per share metrics. As always, the key is to first know the business well, only then you can start thinking about estimating its intrinsic value.

## Companies not yet profitable

For companies that are not yet profitable, calculating intrinsic value gets a bit complicated. First, if the company never achieves profitability, then the intrinsic value can be zero or even below zero.

Second, to estimate intrinsic value, at some point the company should reach profitability but it is really hard to know when that will happen. Unprofitable companies need to constantly raise capital that dilutes current shareholders and the capital raised depends on the stock price at the moment of the capital raise, which is again impossible to predict ahead.

Warren Buffett has a simple solution for unprofitable companies; if the company isn't profitable or you can't estimate secure future cash flows to base an intrinsic value estimation on, he is simply not interested. I'll leave it to that here because being not interested makes investing easier, more boring, and likely more profitable for $99.9 \%$ of investors out there.

Let's go through the examples.

## Intrinsic Value Input Examples for steps 1 and 2

This section will only discuss the selection of the input metric that will have its repercussions through all the 10 steps. We will build on this as we go on step by step. Let's start with step 1 stock by stock.

## Alibaba steps 1 \& 2 - ecosystem creation - no metric is perfect

If you follow Alibaba, you know it is a 'scale economies shared' business model where the customer comes first, followed by the employees and only in third place are shareholders. Thus, profitability measures are not the best way to represent Alibaba because those are not the focus. But, we have to use something and what the company shows or focuses on, is often good in lack of better metrics. With Alibaba, the focus is on free cash flows.

## March Quarter and Fiscal Year 2021 Highlights E2Alibaba Group

|  | The month ended March 31, 2021 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mobile MAUs | 925 million ${ }^{(1)}$ |  |  |  |  |  |
|  | Twelve months ended March 31, 2021 |  |  |  |  |  |
| Annual Active Consumers | 811 million ${ }^{(2)}$ |  |  |  |  |  |
|  | Three months ended March 31, |  |  | Year ended March 31, |  |  |
|  | 2020 | 2021 |  | 2020 | 2021 |  |
|  | RMB MM | RMB MM | YoY\% | RMB MM | RMB MM | YoY\% |
| Revenue | 114,314 | 187,395 | 64\% | 509,711 | 717,289 | 41\% |
| Income (Loss) from operations | 7,131 | $(7,663)^{(3)}$ | N/A | 91,430 | $89,678{ }^{(3)}$ | (2)\% |
| Adjusted EBITDA | 25,440 | 29,898 | 18\% | 157,659 | 196,842 | 25\% |
| Adjusted EBITDA Margin | 22\% | 16\% |  | 31\% | 27\% |  |
| Adjusted EBITA | 19,827 | 22,612 | 14\% | 137,136 | 170,453 | 24\% |
| Adjusted EBITA Margin | 17\% | 12\% |  | 27\% | 24\% |  |
| Non-GAAP Net Income | 22,287 | 26,216 | 18\% | 132,479 | 171,985 | 30\% |
| Non-GAAP Net Income Margin | 19\% | 14\% |  | 26\% | 24\% |  |
| Net Income (Loss) | 348 | $(7,654)^{(3)}$ | N/A | 140,350 | $143,284^{(3)}$ | 2\% |
| Free Cash Flow | $(4,214)$ | (658) | 84\% | 130,914 | 172,662 | 32\% |

Alibaba 2021 net income and free cash flow - Source: Alibaba investor relations 2021 free cash flows were 172 billion RMB which is equal to $\$ 27$ billion and that is what we have available. Given the business model, nobody knows what will Alibaba look like in 5 years from a profitability metric and how much money it will make, nor what it will do with the money, but we can use the current FCF and given the secondary focus on profitability, also get a margin of safety from using a secondary metric. If at some point Alibaba increases its profitability,
good, if not, then what we have now should do it from a profit margin perspective and be a good basis for valuing the stock.

As Alibaba does some buybacks that are usually in line with employee stock compensation, I will use the total free cash flows as the input metric given that dilution or buybacks should not be of a significant impact. Also, when it comes to ecosystem businesses, perhaps it is best to think about what could the whole business be worth in 10 years, as an ecosystem. In such cases I prefer non per share metrics.


Alibaba stock valuation step 1
Using total free cash flows also means that we must compare our intrinsic value to the market capitalization. I have a feeling Alibaba's Chinese business could be worth at least one trillion USD down the road and the global business another trillion. Thus, a total of $\$ 2$ trillion in value from a conservative perspective, therefore I prefer a total company metric compared to a per share metric. The case is different for Apple.

## Apple steps 1 \& 2 - Free Cash Flow per share due to buybacks

I am writing this the weekend before Apple releases its Q4 2021 fiscal earnings, so I can only assume the correct number. But, by looking at the cash flows for the first 9 months of fiscal 2021, I see that Apple rewarded shareholders by paying \$10 billion in dividends and making \$66 billion of common stock repurchases.

| Cash generated by operating activities | 83,838 | 60,098 |
| :---: | :---: | :---: |
| Investing activities: |  |  |
| Purchases of marketable securities | $(94,052)$ | $(96,606)$ |
| Proceeds from maturities of marketable securities | 49,880 | 54,865 |
| Proceeds from sales of marketable securities | 36,745 | 39,760 |
| Payments for acquisition of property, plant and equipment | $(7,862)$ | $(5,525)$ |
| Payments made in connection with business acquisitions, net | (13) | $(1,473)$ |
| Other | (78) | (841) |
| Cash used in investing activities | $(15,380)$ | $(9,820)$ |
| Financing activities: |  |  |
| Proceeds from issuance of common stock | 561 | 430 |
| Payments for taxes related to net share settlement of equity awards | $(5,855)$ | $(3,234)$ |
| Payments for dividends and dividend equivalents | $(10,827)$ | $(10,570)$ |
| Repurchases of common stock | $(66,223)$ | $(55,171)$ |
| Proceeds from issuance of term debt, net | 13,923 | 10,635 |
| Repayments of term debt | $(7,500)$ | $(12,629)$ |
| Proceeds from commercial paper, net | 3,022 | 31 |
| Proceeds from repurchase agreements | - | 5,165 |
| Other | (72) | (120) |
| Cash used in financing activities | $(72,971)$ | $(65,463)$ |
| Decrease in cash, cash equivalents and restricted cash | $(4,513)$ | $(15,185)$ |
| Cash, cash equivalents and restricted cash, ending balances | \$ 35,276 | \$ 35,039 |

## Apple's cash flows for the first 9 months of fiscal 2021 - Source: Apple investor relations

The distributed $\$ 76$ billion are in line with the cash generated by operating activities minus the taxes and other costs related to stock compensation. As Apple made more than $\$ 20$ billion in cash in the last quarter of 2020 , I assume it will make at least $\$ 25$ billion in the last quarter of 2021 given the growth trend and therefore I can use of free cash flow as an input metric for Apple.

As Apple does a lot of buybacks, it is better to use the metric on a per share basis because buybacks will lower the number of shares outstanding and therefore increase the growth in per share metrics. The buyback induced growth in per share metrics would not be visible if we would use market capitalization as the focus of Apple's intrinsic value calculation.

| CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited) <br> (In millions, except number of shares which are reflected in thousands and per share amounts) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended |  | Nine Months Ended |  |
|  | $\begin{gathered} \text { June 26, } \\ 2021 \end{gathered}$ | $\begin{aligned} & \text { June 27, } \\ & 2020 \end{aligned}$ | $\begin{gathered} \text { June 26, } \\ 2021 \end{gathered}$ | $\begin{aligned} & \text { June 27, } \\ & 2020 \end{aligned}$ |
| Earnings per share: |  |  |  |  |
| Basic | \$ 1.31 | \$ 0.65 | \$ 4.42 | \$ 2.56 |
| Diluted | \$ 1.30 | \$ 0.65 | \$ 4.38 | \$ 2.54 |
| Shares used in computing earnings per share: |  |  |  |  |
| Basic | 16,629,371 | 17,250,291 | 16,772,656 | 17,450,284 |
| Diluted | 16,781,735 | 17,419,154 | 16,941,527 | 17,618,778 |

Apple's number of shares outstanding - Source: Apple investor relations
If I divide the $\$ 100$ billion with the 16.6 billion shares outstanding, it get to free cash flows per share of $\$ 6.02$. Of that, $13 \%$ is used for the dividend and the rest for buybacks. I put the $\$ 6.02$ into the first cell of the intrinsic value table.

APPLE LINKTORESEARCH


## Apple stock valuation step 1

As I have put a per share metric into my intrinsic value template, I will compare the derived intrinsic value with the stock price.

## Berkshire steps 1 \& 2 - earnings

With Warren Buffett things are relatively easy, but still not that easy. Buffett is focused on the yearly increase in book value which is in his eyes is also the only measure showing the real, measurable change in intrinsic value over time. Therefore, if you use net income with Berkshire, you can't go wrong.

However, there are two catches. The first one is that due to accounting regulations, Berkshire has to report the change in value of its stock portfolio in its bottom line (net income) on a quarterly basis which creates huge volatility in reported net income.


BRK's net income had been pretty stable before the accounting impact from 2018 - Source: Macrotrends (annotations by author)

Fortunately for us, Warren Buffett always adjusts reported earnings and tells us how much Berkshire actually made.

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations
Results of Operations
Net earnings attributable to Berkshire Hathaway shareholders for each of the past three years are disaggregated in the table that follows. Amounts are after deducting income taxes and exclude earnings attributable to noncontrolling interests (in millions).

|  | 2020 |  | 2019 |  | 2018 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Insurance - underwriting | \$ | 657 | \$ | 325 | \$ | 1,566 |
| Insurance - investment income |  | 5,039 |  | 5,530 |  | 4,554 |
| Railroad |  | 5,161 |  | 5,481 |  | 5,219 |
| Utilities and energy |  | 3,091 |  | 2,840 |  | 2,621 |
| Manufacturing, service and retailing |  | 8,300 |  | 9,372 |  | 9,364 |
| Investment and derivative gains/losses |  | 31,591 |  | 57,445 |  | $(17,737)$ |
| Other* |  | $(11,318)$ |  | 424 |  | $(1,566)$ |
| Net earnings attributable to Berkshire Hathaway shareholders | \$ | 42,521 | \$ | 81,417 | \$ | 4,021 |

* Includes goodwill and indefinite-lived intangible asset impairment charges of \$11.0 billion in 2020, \$435 million in 2019 and $\$ 3.0$ billion in 2018, which includes our share of charges recorded by Kraft Heinz

BRK annual report - gains and losses not to be counted - Source: Berkshire Hathaway

The second catch are the hidden earnings. Berkshire owns more than \$300 billion of stocks and as it owns just parts of those businesses, Berkshire reports only the dividends received in its financial statements. But, those business also have retained earnings which would be reflected into BRK's financial statements if BRK would own $100 \%$ of them. Here is a good explanation of Berkshire's non reported earnings for those who wish to know more. In short, I am adding \$8
billion of yearly earnings to the above earnings declared by Berkshire, that will likely be around $\$ 28$ billion for 2021, thus BRK is earning approximately $\$ 36$ billion per year.

As Buffett has started doing some significant buybacks, perhaps is best to value BRK from a per share basis. Berkshire has 623 thousand A shares outstanding and 1.33 billion of $B$ shares. As $1,500 B$ shares represent $1 A$ share, we have a total of 1.531 million shares outstanding.

Indicate the number of shares outstanding of each of the Registrant's classes of common stock:
February 16, 2021-Class A common stock, \$5 par value
February 16, 2021-Class B common stock, $\$ 0.0033$ par value
Berkshire shares outstanding - Source: Bekrshire
$\$ 36$ billion divided by 1.5 billion gives $\$ 23,514$ for a BRK.A share or $\$ 15.67$ for a BRK.B share. Let's take the earnings per share for the BRK.B share.

BRK LINK TO RESEARCH


Berkshire step 1 \&2 - EPS

## S\&P 500 steps 1 \& 2

If you Google 'S\&P 500 EPS' or 'S\&P 500 Dividend in points' you get a number of 160.29 for EPS and a dividend of 59.4 points for the trailing twelve months. As it is equal what we use for the S\&P 500 (discussed later), I will use dividends.


S\&P 500 valuation step $1 \& 2$ - dividends

## Verizon steps 1 \& 2 - dividend

Verizon is considered a dividend stock which makes things easy, so let's put the dividend and then elaborate on other factors affecting its intrinsic value from there.

Verizon LINK TO RESEARCH


Disclaimer: This is just for educational purposes and not for investing advice!

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Verizon dividend per share input

## STEP 3 - Present Value Calculation - How, What \& When

As investing is about putting out money now to get more in the future, we must calculate the present value of the future 'more money' number in order to compare investment opportunities.
$\$ 100$ in 5 years is much less valuable than $\$ 100$ today where the difference in value depends on the discount rate used (or, to invert, on the return your current investing opportunities offer or your expected return). Let's first discuss the present value concept and then the discount rate.

## How To Calculate Present Value

If the core concept of investing is to invest money now to get more in the future, the key thing to know is present value of the future amount of money. To know that we need to learn how to calculate the present value.

$$
P V=F V \frac{1}{(1+r)^{n}}
$$

$P V=$ present value
$F V=$ future value
$r=$ rate of return
$n$ = number of periods

Present value formula - Source: Google
The present value (PV) equals: The future value (FV) divided by (1 plus the interest rate) factored by the number of periods used in the discount.

For example, if I expect a rate of return of $10 \%$ per year over 5 years and the future value is $\$ 100$, the present value is:

## $\begin{array}{lll}\$ 62.11 & \$ 100 & 1\end{array}$ $(1+\underset{0.1}{ })^{n 5}$

So, if you are happy with a return of 10\% per year, then the present value of the $\$ 100$ you will receive in 5 years is $\$ 62$. This leads to the second and most controversial factor related to the present value calculation - the discount rate.

## STEP 4 - The Discount Rate

Academics have done everything possible to complicate the notion of the discount rate by adding things to consider that are impossible to know; like the risk free rate, the stock market premium, adjusting the discount rate for country risk etc. But,

I don't see those academic factors as adding any value to real investors and prefer the Fat Toni (Nassim Caleb) or grandma style discount rate approach, ie. to use one rate that allows to compare investment opportunities. For example, I like to use $10 \%$ for all investments, which then allows me to simply compare my calculated intrinsic value with the market's value for all of my investing opportunities, be it investing in stocks, paying off your mortgage or whatever.

We will adjust for specific investment risks while modeling scenarios in our intrinsic value calculation so no point in adjusting for risk twice by complicating the discount rate estimation.

## The Timeline Of The Valuation

In my intrinsic value template, I usually estimate the initial input over a period of 10 years and at the end the period I conclude my valuation with a terminal value calculation that we'll discuss in step 7 .

BRK LINK TO RESEARCH


I find 10 years to be the perfect timeline to assess business developments as any shorter periods of time could be under a strong influence of market sentiment while to use more than 10 years seems a bit stretched given that going beyond 10 years implies even more unknowns. Also, businesses investment theses usually tend to need from 1 to 7 years to develop and mature, so by using 10 years one has a good margin of safety and covers the most important factors affecting the current intrinsic value. Of course, one then adjusts the intrinsic value calculation as new material information related to future creates cash flows arises (earnings, economic situations, sector etc..).

For example, in the early 2010s, one of the most discussed investment topics was how Microsoft stock has been flat for years and how it will likely remain flat forever. Of course, sooner or later business growth and development have to prevail over market sentiment and consequently the stock follows the business. That is why I feel like 10 years of estimation is the sweet spot when it comes to intrinsic value estimations.
+309.15 (3,091,500.00\%) 个 all time
22 Oct, 16:00 GMT-4 •Disclaimer


MSFT stock - Source: Google
To note that Microsoft's net income more than doubled between 2003 and 2013, and then more than doubled since 2013. Eventually the stock caught up with the underlying growth of the business.

## Whether to calculate the present value of the yearly inputs or not

Whatever input we pick for our intrinsic value calculation, we will get some yearly results based on our estimations, before we get to the terminal value in year 10. The question is whether to calculate the present value of each of those results or not? The answer depends on what kind of business it is, how it creates value for us and whether we have already calculated the value somewhere else.

For example, Berkshire is known for not paying any dividends (they paid 10 cents in 1968 when according to Buffett, he must had gone to the bathroom). So, I feel it is best to exclude calculating the present value of Berkshire's yearly earnings and adding that to the present value sum.

BRK LINK TO RESEARCH


Berkshire present value
As Berkshire reinvests all the money for future growth, we can account the impact in the earnings growth rate. Calculating both the present value of the earnings for each year and having a higher earnings growth rate thanks to the reinvested earnings would make us count things twice and increase our intrinsic value result significantly. Same applies for buybacks.

As Apple is paying out $13 \%$ of its free cash flows in dividends, I have accounted for the present value of the yearly cash flows only for the part that investors actually receive in cash.


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| COMPARATIVE TABLE'A1 |  |  |  |  |  |  |  | Terminal Value |  |  |  |  | Growth rate | next 5 years |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Scenario 1 | Cashflow per share | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2031 | 8\% |  |
| normal case | 6.02 | 6.50 | 7.02 | 7.58 | 8.19 | 8.85 | 9.55 | 10.32 | 11.14 | 12.03 | 13.00 | 240.68 | 8\% | 5 to 10 years |
|  | PV(10\%) | 0.77 | 0.75 | 0.74 | 0.73 | 0.71 | 0.70 | 0.69 | 0.68 | 0.66 | 0.65 | 92.79 | 10\% | Discount rate |
|  | INTRINSIC VALUE | 99.88 |  |  |  |  |  |  |  |  |  |  | 20.0 | Terminal multiple |

Apple stock valuation - calculating the dividend
The impact of the buybacks made with the rest of the money will be calculated within the growth rate of future per share cash flows.

With Verizon, which is a dividend stock, the full amount of the future estimated dividend for each year is discounted to the present value and summed up in the total intrinsic value table because investors get the dividend cash on their bank accounts. (here one could also account for dividend taxation depending on his local taxes)

Verizon LINK TO RESEARCH


Verizon stock valuation - present value of dividends

## STEP 5 - Estimating The Growth Rate

Let me tell you immediately; whatever your estimation of a future growth rate is, it will be wrong! Now you might wonder what is the point of doing intrinsic value calculations that are based on the future, thus factors we absolutely can't predict?

Well, the point of doing an intrinsic value calculation is to find the best investment opportunity within the options you have and can invest in based on current information. Investing is about being vaguely right, not about being precisely wrong.

So, based on one's knowledge of the business, the industry it operates in, the impacts of the possible economic situations and many other factors to vaguely weight for, one can estimate the growth rate of a business, not to be precise about it, but so that it offers insights into whether the investment can be a good one or not from a risk and reward perspective.

When it comes to our intrinsic value template, the growth rate has a huge impact as it compounds over 10 years. In the 3 below scenarios for Alibaba, I have estimated 3 different growth rates for the first 5 years and also for the 5 subsequent years.


Alibaba stock valuation
The truth is that nobody knows what the exact growth rate will be, but you can have a vague idea of where the business could be in the future. To estimate a
growth rate, you must know the business really well. Also, understand the type of the business; is it a cyclical, is it a growth focused company, is there opportunity for growth in the sector, does it have moats or other competitive advantages and then also weight the various scenarios.

The best way to estimate the future growth of the business is to read a lot about the sector the business is operating in. This includes specific sector reports but also good sources of information are conference calls, both from the business you are interested in and from competitors, annual reports and actually all the material you can find. Further, if you find small businesses, recent IPOs that want to compete with the established players, there you will usually find detailed explanations of the market's potential. But be careful not to fall into the promise trap most new companies make to attract investors.

Keep in mind business people are sales people first, so whatever presentation you look will likely be skewed towards the rosy outlook. To mitigate that, I like to look at the bad things that happened in the past and then see how would a negative scenario/situation impact the business if something similar materializes again.

If we take oil for example, prices per barrel over the last decade were between $\$ 20$ and $\$ 140$, which makes it impossible to predict future prices. But, if you understand the business, its cost of production, reserves in the ground, then you might estimate the growth in relation to a conservative scenario and a minimum secure long-term oil price - let's say \$40. If that conservative scenario makes a good investment, then the upside from an exuberant scenario comes as an investing bonus.

Another thing to keep in mind is that revenue growth will most likely be nonlinear as nonlinearity is the absolute nature of doing business.


Revenue growth per quarter for Apple, Berkshire \& Alibaba - Source: Macrotrends

However, whenever we make an intrinsic value model, we will likely assume a linear progression in revenues which is what makes it easier for us. The key is to try to assume what the average will be over the long-term, which could make you vaguely right when it comes to investing.

The investing bonus here is that the market mostly thinks in a linear way and thus projects the current situation into eternity, giving us amazing investing opportunities. If you check Apple's revenue growth per quarter above, you can see how there were only two periods with small revenue declines in 2016 and Q42018/Q12019. Needles to say, the market punished the stock to extreme lows, just because the market can't think in long-term cycles.


## Apple stock historical chart

Apple stock was down more than $25 \%$ in 2016 and I remember it trading at a PE ratio of 10 , while the crash in 2018 was more than $30 \%$, just because the market thought Apple will never grow again due to two quarters of revenue stagnation.

The morale of the story; never listen to the market and focus on your long-term intrinsic value calculation.

## STEPS 6 \& 7 - The Terminal Multiple \& Terminal Value

We already discussed why I like to use 10 years to estimate intrinsic value which is where steps 6 \& 7 come in; the terminal multiple and terminal value.

The terminal value, i.e. the assumed value of the business/stock in 10 years, is the largest contributor to the final intrinsic value sum and therefore one to really focus on.


The terminal multiple and terminal value
Over 10 years, our initial input has expanded in line with our assumed growth rate and is the basis for the terminal value assumption.

In short, I use the 2030 metric to estimate the 2031 terminal value because I don't have 2031 earnings in 2031. So, if cash flow per share for Apple is $\$ 12.96$ in 2031, to get to the terminal value, I must multiply the free cash flow per share with an assumed valuation in year 10.

## How to estimate the terminal multiple

The terminal multiple is the reason why whatever input you use, the final result should be the same. For example, if you use earnings, the PE ratio (terminal multiple) could be 25 , resulting in a $5 \%$ earnings yield but if the business pays out $50 \%$ of earnings in dividends, the dividend yield could be $2.5 \%$, resulting in a terminal multiple on the dividend of 40 (100/40=2.5\%).

As it is impossible to know what the market will think of a business and consequently stock in 10 years, we don't know what will the average valuation
be 10 years down the road, it is absolutely impossible to nail the exact terminal value. But again, we are doing this to find the best investment now from a current comparative perspective. So, what I prefer to do, is to value a business in a way that I as an investor am happy with the return of the business, no matter what the market will think of it at some point in time.

For example, Apple's current PE ratio is 30, resulting in a 3.3\% earnings yield. But, Apple's PE ratio was 10 in 2016 and could easily be 15 again in 2031. It could also be 50 for that matter but the lower you go with the terminal multiple, the higher is your investing margin of safety because if the current valuation contracts, you already included that in your investment scenarios.

By changing the terminal multiple on Apple's 2030 free cash flow per share, the present intrinsic value received also changes significantly.

APPLE LINKTORESEARCH



APPLE LINKTORESEARCH


Apple stock intrinsic value in relation to terminal multiple
If the terminal multiple (valuation) remains unchanged over the next 10 years, then Apple's current stock price of $\$ 148$ (October 2021) sees the stock as fairly valued for a $10 \%$ investing return (discount rate used) over the next 10 years assuming a growth rate of $8 \%$ per year for the cash flows. However, if we change the valuation, something that could easily happen, the intrinsic value is much lower. If we take a third of the current valuation, thus go down to 10 which was Apple's PE ratio in 2016, the intrinsic value is also almost a third of the full valuation intrinsic value - $\$ 53$ per share.

To reiterate on this, when you put a conservative terminal multiple (low valuation) and the intrinsic value is still below the current stock price, you might
be onto something. Risk is the first focus when it comes to value investing and therefore by lowering the terminal multiple as much as possible, you get a lower current intrinsic value and thus invest with a higher margin of safety. This will be discussed more in depth in the following steps regarding scenarios.

## STEPS 8 \& 9 - Exuberant and Worst-Case Scenarios

Over a 10 years period, I can guarantee that a lot will happen, whatever is the business you invest in is. Therefore, I get lots of value by adding two possible scenarios to my first intrinsic value calculation. A pessimistic and exuberant scenario give me a range of intrinsic values I can work with over time.

Investing is a dynamic discipline, and one must always keep in mind various scenarios. Even something presumed stable as an index fund, has had, and will have huge variations in valuation, price, value, yields etc. over time. The max PE ratio for the S\&P 500 was 123 in 2009 due to low earnings but the minimum was 5.32 in 1917, around 7 in 1949 and 1980 due to high interest rates.


S\&P 500 valuation is cyclical

Therefore, over time, we might again see low valuations, you never know. It is better to be prepared for whatever the future brings and allowing for such volatility and cyclicality, also allows to make better decisions over time, i.e. dynamic decisions. You might consider selling your position when the market is exuberant about something and replacing with something where the market is pessimistic due to temporary issues.

Whenever I make an intrinsic value calculation, I know that both a pessimistic and exuberant scenario will likely be the reality at some point over the coming years - at some point the market will splash a PE ratio of 30 while at another point the PE ratio will be 10 on the same business - this might be rational at that moment in time, but the biggest advantage we, retail value investors, have, is to
have a long-term perspective on things, accepting both bad and great times as normal and then taking advantage of market irrationalities. An intrinsic value estimation is perhaps most valuable exactly for that; to have the conviction to be greedy when others are fearful and be conservative when others are exuberant.

Using the S\&P 500 as example here, the current dividend yield is almost at historical lows and the only time in history it was lower was during the peak of the dot-com bubble in 2000 . Over the last 150 years the dividend yield went as high as $13.84 \%$ in 1932 while the average was around $4.25 \%$.


S\&P 500 historical dividend yield - Source: Multpl
If the required yield from the S\&P 500 would return to the historical mean of $4.29 \%$, the current S\&P 500 level would drop $70 \%$, from 4,566 to an extreme of 1,407 points. This might sound ridiculous given the zero interest rate environment and chase for yield, but let me remind you that the low reached on March 06, 2009 was 666.8 points for the S\&P 500. Thus, anything can be expected when it comes to investing.

This just to show the importance of thinking in scenarios and the most important thing related to that: HOW IT IMPACTS YOUR FINANCIAL LIFE AND GOALS? Many would be psychologically destroyed if the S\&P 500 would drop $70 \%$, but that is almost what happened both in 2002 and 2009, thus something to expect to happen again. Therefore, the key is to create scenarios and then also approach them in an absolute way.

## Scenarios - have an absolute investing perspective, don't think in percentages

I have 3 scenarios in my table and then I usually give a probability chance to each scenario resulting in my final intrinsic value.


Disclaimer: This is just for educational purposes and not for investing advice!
MADE BY STOCK MARKET RESEARCH PLATFORM

However, this is just for indicative reasons so that I get to an average assumed value and then compare it on my comparative list with other investing options.

| 4 | A | B | C | D | E | F |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | STOCK | TICKER | MKT CAP/Price | 10\% RETURN | Ratio | LINK to RESEARCH |  |
| 28 | Calnefarma | TSMa | jan na | 100 no | $\bigcirc \mathrm{as}$ | hithe Manou noutube | 1 |
| 61 | Melco | MLCO | 5.49 | . 50 | 1.37 | http: //sven-carlin-r | MEI |
| 62 | Berkshire | BRK.B | 651.02 | 21.98 | 0.32 | https //www. youtube. |  |
| 63 | Google | GOOG | 1894.21 | 141.20 | 0.75 | https //www. youtube. | GOI |
| 64 | Microsoft | MSFT | 2308.00 | 88.86 | 0.38 | https //www.youtube.c | MSI |
| 65 | Apple | AAPL | 149.26 | 8.76 | 0.55 | https //svencarlin.com | APF |
| 66 | NIO | NIO | 65.18 | 09 | 0.71 | https //www.youtube. | NIO |
| 67 | S\&P 500 | SPY | 452.41 | 29. 53 | 0.65 | https //www. youtube. | S\&F |
| 68 | Tencent | TCEHY | 623.89 | $86 ; 61$ | 1.39 | https //sven-carlin-res | TCE |
| 69 | TSMC | TSM | 115.59 | 10.34 | 0.90 | https //www. youtube. | TSN |
| 70 | Kroger | KR | 29.24 | 18 | 0.69 | https //www.voutube.c | KRC |
| 71 | Sprout Farmers Market | SFM | 2.54 | . 19 | 0.86 | https //www.voutube | SFI |
| 72 | Norsk Hydro | NHY | 139.72 | 10.32 | 0.72 | https //sven-carlin-res |  |
| 73 | Alibaba | BABA | 481.58 | 96.47 | 2.00 | https //sven-carlin-res | BAE |
| 74 | Tesla | TSLA | 857.16 | 8.58 | 0.10 | https //www. youtube. | TSL |
| 75 | Amazon | AMZN | 1729.52 | 153.58 | 0.89 | https //www.youtube.c | AM ${ }^{\text {i }}$ |
| 76 | AT\&T | T | 185.00 | 19.64 | 1.05 | $\mathrm{https} / / \mathrm{www}$. youtube. | AT8 |
| 77 | Ahold | AD | 29.29 |  | 0.69 | https //www. youtube.c | AHC |
| 78 | Wiener | WIE | 30.64 | 2.73 | 0.68 | https //svencarlin.com | Wie |
| 79 | Nestle | NESN | 328.06 | 20.13 | 0.62 | https //www.youtube. | NES |

After I see that from a comparative perspective a stock might be offering interesting long-term returns, then I dig deeper into the specific scenarios, and I don't assume the average will materialize. I actually assume the worst-case scenario could happen, and then adjust my strategy to it so that I am ready if it actually happens. Also, the worst-case scenario provides a margin of safety because if you can buy something trading below your worst case intrinsic value calculation, it is really unlikely you will lose money.

For example, my Alibaba stock valuation shows that even at slower than expected growth over time and with a lower multiple, I would still get a $10 \%$ investing return if I invest at a market cap at $\$ 427$ billion which is why I invested in Alibaba when the market cap was close to that recently. Things can always get ugly and that is why value investors firstly focus on risk, i.e. invest with a margin of safety.
"ALIBABA VIDEO ANALYSIS RESEARCH


Following on the above, risk and the worst-case scenario are also the reason why I am not interested in investing in the S\&P 500. If due to inflationary pressures the FED is forced to increase interest rates and the required yield from the S\&P 500 goes to $5 \%$ (a terminal multiple of 20 from a dividend basis $100 / 20=5$ ), the S\&P 500 could easily drop to 1,600 points which is a risk I don't like. I don't know whether it will materialize or not, but that is why I emphasize having an absolute perspective on the investing scenarios is important. Nothing might happen for a while, but when you think about it, the world looks much different now that it looked 15 years ago, thus it will look much different again in 15 years.


Of course, one must not forget about the positive side of things that materialize when the market is exuberant about a certain business. If the market turns exuberant in relation with Alibaba I would not exclude a market capitalization above $\$ 4$ trillion down the road which would give a $10 x$ return.


Whenever you consider an investment option, always analyze it from a scenario perspective and then see how both the risk and reward would impact your investing performance over the long term. The goal is always to minimize risk first because that allows for compounding and gives the necessary patience to also wait for those exuberant times. To give you another guarantee; I am 100\% sure bad times and good times will come, no matter the business you are invested in.

## STEP 10 - Intrinsic Value

Now that we have the estimated intrinsic value for our investing purposes, we can see how best to take advantage of that. I have a list of companies that I follow over time and my list is similar to the below list in form but with other businesses than the freely shared analysis on the below list. As I am a professional researcher, I run a research platform and obviously I can't share my list here, but if you are interested in the work that I do professionally, you can check my Stock Market Research Platform here.

|  |  |  |  |  | E | F G |  |  | K |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | STOCK | TICKER | MKT CAP/Price | 10\% RETURN' |  | LINK to RESEARCH \|INTRINSIC | UPDATED TYPE | CURRENCY Comment |  |  |  |
|  |  |  |  |  |  | DUCATIONAL PURPOSES TO SHO | OW WHAT IS PRICED IN |  |  |  |  |
|  | Kinder Morgan | KMI | 18.65 | 21.78 | 1.17 | htps ///sven-carin-res KKMIA1 | Oct-21 Interesting play | USD |  |  |  |
|  | DSM | AMS: DSM | 32.11 | 20.17 | 0.63 | https://svencarin com DSMLA1 | Oct-21 Good business | EUR | interesting play, short term likely up, but with long-term risks. |  |  |
|  | CTP NV | AMS:CTP | 8.01 | 8.83 | 1.10 | hitps://sven-cariin-es: CTPNVA1 | Sep-21 Fast Growth RE | EEUR | Good business, going for specialty high margin acquisition strategy |  |  |
|  | Corbion | AMS: CRBN | 2.41 | 0.89 | 0.37 | https://svencarin com CRBLA1 | Sep-21 Slow Growth | EUR | An industrial business doing interesting things but at the mercy of pice movements in the sectors. |  |  |
|  | Coca-Cola Europacific | CCEP | 24.66 | 16.52 | 0.67 | hitps:///svencatin com CCEPA1 | Sep-21 Slow Growth | USD | A good but slow business where you can expect the $2 \%$ dindend and slow growth |  |  |
|  | Vipshop Holdingss | VIPS | 12.5 | 11.96 | 0.96 | hitps///svencarin. com VIPSIA1 | Jul-21 Fast growh | USD |  |  |  |
|  | ArcelorMital | MT | 26.66 | 16.91 | 0.63 | https://svencariin con MTA | Jun-21 Cyclical | USD BILLIOI | \| Steel cyclical, watch when things look bad again with steel, likely low future debt gives a margin of safet) Growth stock that needs a lot of growth and then also has to reach profitability to justify valuation - not to |  |  |
| 10 | 0 Beyond Meat | BYND | 6.77 | 3.61 | 0.53 | $3 \mathrm{htps} / / / \mathrm{mm}$ y youtube BYNDAA | Jun-21 Fast growh | USD BILLIOT |  |  |  |
|  | 1 Aperam | AMS:APAM | 47.75 | 30.01 | 0.63 | https://sven-carlin-r\|APAMIA1 | 31-May-21 Watch | EUR | Steel cyclical, watch when things look bad again with steel, no debt gives a margin of safety. |  |  |
| 12 | Facebook | FB | 340.78 | 413.25 | 1.21 | httpsi/lyoutu be/nbatt EB1A1 | May-21 FAST GROWT- | Husd | Growth stock, moatish, huge growth ahead and opportunities. |  |  |
|  | 3 Alfen | AMS:ALFEN | 92.75 | 15.86 | 0.17 | m/alfen-stock- ALFENA1 | May-21 FAST GROWTL | HEUR | Just an installing business, low net profit margin, expensive. |  |  |
| 14 | 4 Akzo Nobel | AMS: AKZA | 93.56 | 62.88 | 0.67 | httpsi//svencarin com AKZO1A1 | May-21 CYCLAL | EUR |  |  |  |
|  | 5 ASML | ASML | 660.3 | 261.19 | 0.40 | https://www youtube. ASMLA1 | May-21 FAST GROWT- | HEUR | Priced for eternal perfection Expensive for absolute returns | SVEN CARLIN |  |
|  | Siemens | SIEB | 138.72 | 78.04 | 0.56 | https $/ / / \mathrm{wmw}$. Youtube. SSIEMENSIP | May-21 SLOW GROWT | TEUR |  |  |  |
|  | Adyen | ADYEN | 2672 | 569.39 | 0.21 | htips://svencartin .com Adyen/A1 | May-21 FAST GROWT- | HEUR | Great growth stock with great business $m$ Moat business in Germany - financials, tre |  |  |
|  | 8 Deutsche Borse | DB1 | 146.6 | 83.16 | 0.57 | https://wnw. youtube.cDE11/A1 | May-21 Growth | EUR |  |  | pensive! |
|  | 9 Aedifica | EBR: AED | 116 | 69.06 | 0.60 | hitps://svencarin. com EBR AED 7 | May-21 RET | EUR | European Healthcare REIT in a strong trer |  |  |
|  | Baidu HK:9888 | BIDU | 396.75 | 73.14 | 0.18 | https://sven-carin-ees BIDUAA1 | Apr-21 GROWTH | USD BILLIOT |  |  | Robotaxies |
|  | 13 M Company | MMM | 182.42 | 156.59 | 0.86 | https://mwnw. youtube . MMM A1 | Ap-21 SLOW GROWT |  | Search engine in China with $72 \%$ of marks Great business, strong moat, strong cash | ESEARCH |  |
|  | American Express | AXP | 179.60 | 47.43 | 0.26 | $6 \mathrm{htps}: / / \mathrm{wmw}$ youtube. AXPPA1 | Ap-21 SLOW GROW | TUSD | Great business, strong moat, strong cash |  | ,etter |
|  | 3 Amgen | AMGN | 209.66 | 134.95 | 0.64 | https://mww youtube. © AMGNA1 | App-21 SLOW GROWT | TUSD | Biosimilar risks, competition, pricing but o | PLATFORM | watch the patent ¢ |
|  | Boeing | BA | 216.17 | 126.12 | 0.58 | https $/ / / \mathrm{mw}$ / youtube. S BAlA1 | Apr-21 CYCLIAL | USD | Cyclical and we will see whether the issue |  |  |
|  | Caterpillar | CAT | 204.19 | 91.94 | 0.45 | https $/ / / \mathrm{wmw}$ youtube. CATAA | Apr-21 CYClial | USD |  |  |  |  |
| 26 | 6 Cisco | csco | 56.2 | 34.88 | 0.62 | $2 \mathrm{htpss://sven-carlin-r} \mathrm{CSCO\mid A1}$ | Apr-21 SLOW GROW |  | Interesting behemoth exposed to positive I |  |  |
| 27 | Coca-cola | ко | 54.63 | 33.70 | 0.62 | https //mmury youtube c KOIA1 | Apr-21 sLow Grow | tusd | Coca cola is coca cola - not at these valui |  |  |
|  | Dow | Dow | 59.89 | 54.65 | 0.91 | https://www. youtube . DOWIA1 | Apr-21 CYCLIAL | USD |  |  |  |
| 29 | Goldman Sachs | GS | 407.89 | 152.24 | 0.37 | https $/ / / \mathrm{mmu}$ youtube. GSSA1 | Apr-21 Financial | USD | Finance and banking - things look great while good, very ugly when things tum... |  |  |
|  | 0 Home Depot | HD | 358.23 | 187.52 | 0.52 | https $/ / / \mathrm{mmu}$ youtube. HDIA1 | App-21 SLOW GROWT | TUSD | Covid tailwind work from home, high RE prices etc. |  |  |
| 31 | 1 Honeywell | HON | 223.64 | 97.88 | 0.44 | htps $/ / / \mathrm{mmw}$ youtube. H ONA1 | Apr-21 CYCLIAL | USD | Fairly priced at the moment - seee how this fits you. |  |  |
| 32 | 2 IBM | IBM | 141.9 | 131.87 | 0.93 | $3 \mathrm{ttps} / / / \mathrm{wmw}$ youtube S IBMA1 | App-21 SLOW GROW | TUSD | Firm has its own issues - see how it fits you - you need to be a specialist on it to get it |  |  |
| 33 | 3 JeJ | JN | 163.78 | 93.91 | 0.57 | htps $/ / \mathrm{mmw}$ youtube. /JNJA1 | App-21 SLOW GROWT | Tusd | JNJ Phastra - depends on drugs, regulation, pricing, success of new stories, environment and sentiment. |  |  |
| 34 | 4. JP Morgan | JPM | 170.84 | 114.45 | 0.67 | hitps://wmw youtube s.JPMA1 | App-21 Financial | USD |  |  |  |
| 35 | 5 McDonalds | MCD | 239.72 | 109.07 | 0.46 | https $/ / / \mathrm{wm}$ y youtubes MCDAA | Ap-21 SLOW GROWT | TUSD |  |  |  |  |
| 36 | 6 Nike | NKE | 158.45 | 45.58 | 0.29 | htps $/ / / \mathrm{wmw}$ youtube S NKEAA 1 | Apr-21 GROWTH | USD | Nike is Ifeel wrongly perceived as an eternal growh stock which hit isnt'. It can get ugly ahead. |  |  |
| 37 | 7 P\&G | PG | 141.21 | 72.89 | 0.52 | $2 \mathrm{htps} / / / \mathrm{mmw}$ youtube. PGGA1 | Ap-21 SLOW GROWT | TUSD | Nlow and steady, ilikely cash cow so watch valuations. |  |  |
|  | Salesforce | CRM | 290.09 | 192.09 | 0.66 | nttps $/ / / \mathrm{mmw}$ youtube. CRMMA1 | Apr-21 FAST GROWT- | Husd | All depends on future growth |  |  |
| 39 | 9 Travelers | TRV | 158.69 | 73.42 | 0.46 | hitps.//www youtube. STRVA1 | App-21 SLOW GROWT | TUSD | Insurance - thus all related things. |  |  |
| 40 | 0 United Health | UNH | 435.09 | 257.75 | 0.59 | Itps. $/ / \mathrm{mmw}$ Y Youtube. U UNHA1 | App-21 FAST GROWT- | Husd | United Heath - regulation fisk, but seems great business. |  |  |
|  | 1 Visa | v | 231.42 | 159.85 | 0.69 | https://www. youtube. SVisalA1 | Ap-21 FAST GROWT- |  | United Heath - regulation isk, but seems great business. |  |  |
| 42 | 2 Walgreens | WBA | 48.39 | 43.85 | 0.91 | hitps://mmun youtube. WEAA1 | Ap-21 SLOW GROWT | TUSD | All depends on future growthStable position, all about valuation |  |  |
|  | 3 Walmat | wMT | 146 | 50.54 | 0.35 | https://mwn youtube . WMTIA | Apr-21 SLOW GROWT | TUSD | Stable position, all about valuationStable position, growth, potential, but also huge size |  |  |

Comparative table
I usually make an initial analysis of the business and get to an indicative intrinsic value based on 3 scenarios. As time passes, I update my analysis after the quarterly reports and get to know the business better. Over time it allows me to know whether the stock offers value in relation to the intrinsic value and investing opportunity at any moment in time.

## Our 5 Stock Example Comparisons

If we go back to the examples used in this intrinsic value calculation guide, by comparing the market capitalization or the stock price with my derived intrinsic value with stocks we have discussed here, I see immediately that Apple, with its stock price of $\$ 148$ compared to my conservative valuation of $\$ 82$ is too risky to consider investing in.

Similarly, the S\&P 500 at a level of 4,556 points compared to my intrinsic value of 2,188 points that would give a $10 \%$ likely long-term return.

Berkshire is always Berkshire - thus a financial fortress currently offering a 7\% return based on earnings and likely future growth, which is an amazing return for most people. So, as said a the beginning of this paragraph; you have to see how the investment fits you and your financial goals.

Verizon is already looking interesting, where if the dividend increases as the 5G capex expenditures decrease over the coming years, it is already offering a return of around $10 \%$ at current valuations (October 2021).

If my estimation of Alibaba's future ecosystem value to be around $\$ 2$ trillion is vaguely correct, investors can expect a $3 x$ to $7 x$ return in the next decade which makes it a buy for most investors out there and an absolute investing bargain.

| 4 | A | $\square$ |  | 11 |  |  | r | $\bigcirc$ | $\pi$ | 1 | $\checkmark$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | STOCK | TICKER | MKT CAP/Price | 10\% RETURN |  | LIN | to RESEARCH | INTRINSIC | UPDATED | TYPE | CURRENCY |
| 47 | Store Capital | STOR | 9.42 | 8.61 | 0.91 | http | ///www. youtube.c | STORIA1 | Mar-21 | DIVIDEND | USD BILLIOI |
| 48 | Douglas Emmett | DEI | 5.92 | 5.87 | 0.99 | http | -//www. youtube.c | DEIIA1 | Mar-21 | DIVIDEND | USD BILLIOI ( |
| 49 | SmartCentres | SRU | 31.51 | 30.65 | 0.97 | http | //www. youtube.c | SRU.UNIA1 | Mar-21 | DIVIDEND | CAD BILLION F |
| 50 | Abbvie | ABBV | 108.50 | 125.03 | 1.15 | http | //www. youtube.c | ABBVIEIA1 | Mar-21 | STALWARTH | USD |
| 51 | Bristol Myers | BMY | 57.81 | 46.42 | 0.80 | http | //www. youtube.c | BMYIA1 | Mar-21 | STALWARTH | USD |
| 52 | Merck | MRK | 81.66 | 60.39 | 0.74 | http | //www. youtube. | MRKIA1 | Mar-21 | STALWARTH | USD |
| 53 | Verizon | VZ | 52.58 | 55.30 | 1.05 | http | //www. youtube. | VZIA1 | Oct-21 | DIVIDEND | USD |
| 54 | Nutrien | NTR | 49.92 | 24.43 | 0.49 | http | -//www. youtube.c | NTRIA1 | Mar-21 | CYCLIAL | USD BILLIOI |
| 55 | Chevron | CVX | 220.18 | 143.80 | 0.65 | http | //www. youtube.c | CVXIA1 | Mar-21 | CYCLIAL | USD BILLIOI |
| 56 | Lukoil | LKOH | 5183.39 | 75.90 | 0.01 | http | -//www. youtube.c | LUKOILIA1 | Mar-21 | CYCLIAL | USD BILLION |
| 57 | Barrick | GOLD | 34.22 | 22.06 | 0.64 | http | //www. youtube. | GOLDIA1 | Mar-21 | GOLD | USD BILLIOT ( |
| 58 | Anglogold | AU | 121.23 | 10.42 | 0.09 | ttp | //www. youtube.c | AUIA1 | Mar-21 | GOLD | USD BILLIOI |
| 59 | JOYY | YY | NO RELIABLE NUM | BERS FOR VAL | TION | http | -//sven-carlin-rese | earch-platfor | Mar-21 |  |  |
| 60 | China Yangtze Power | CYPC: LSE | $31.0{ }^{\prime}$ | 18.44 | 0.59 | http | ///svencarlin.com | CYPCIA1 | Mar-21 | SLOW GROWT | USD |
| 61 | Melco | MLCO | 5.37 | 7.50 | 1.40 | htt! | s://sven-carlin-r | MELCO (2)' | Feb-21 | HOLDING | USD BILLIOP E |
| 62 | Berkshire | BRK.B | 290.26 | 210.98 | 0.73 | http | //www. youtube. | BRKIA1 | Oct-21 | HOLDING | USD BILLIOP E |
| 63 | Google | GOOG | 1839.64 | 1419.20 | 0.77 | http | -//www.youtube.c | GOOGLEIA | Feb-21 | GROWTH | USD BILLIOI ( |
| 64 | Microsoft | MSFT | 2313.41 | 887.86 | 0.38 | http | //www.youtube. | MSFTIA1 | Feb-21 | GROWTH | USD BILLION ( |
| 65 | Apple | AAPL | 148.64 | 82.76 | 0.56 | http | ///svencarlin.com | APPLEIA1 | Oct-21 | STALWARTH | USD |
| 66 | NIO | NIO | 67.63 | 46.09 | 0.68 | http | ///www. youtube.c | NIOIA1 | Feb-21 | FAST GROWTH | USD BILLIOI F |
| 67 | S\&P 500 | SPY | 455.55 | 218.87 | 0.48 | http | //www. youtube. | S\&P 500'A | Oct-21 | INDEX | points I |
| 68 | Tencent | TCEHY | 619.52 | 868.61 | 1.40 | http | -//sven-carlin-res | TCEHYIA1 | Feb-21 | GROWTH | USD BILLION - |
| 69 | TSMC | TSM | 113.64 | 104.34 | 0.92 | http | //www. youtube. | TSMCIA1 | Feb-21 | GROWTH | USD BILLIO ${ }^{\text {r }}$ |
| 70 | Kroger | KR | 29.99 | 20.18 | 0.67 | http | //www. youtube.c | KROGERIA | Feb-21 | SLOW GROWT | USD BILLIOI |
| 71 | Sprout Farmers Market | SFM | 2.53 | 2.19 | 0.86 | http | //www. youtube.c | SFMIA1 | Feb-21 | GROWTH | USD BILLIONI |
| 72 | Norsk Hydro | NHY | 138.14 | 100.32 | 0.73 | http | //sven-carlin-res | NHYIA1 | Feb-21 | CYCLIAL | NOK BILLIOII |
| 73 | Alibaba | BABA | 478.83 | 962.47 | 2.01 | http | ///sven-carlin-res, | BABAIA1 | Oct-21 | FAST GROWT1 | USD BILLIOr i |
| 74 | Tesla | TSLA | 1014.63 | 83.58 | 0.08 | http | //www. youtube.c | TSLAIA1 | Feb-21 | FAST GROWT- | USD BILLIOT 1 |
| 75 | Amazon | AMZN | 1681.57 | 1535.58 | 0.91 | http | //www. youtube. | AMZNIA1 | Feb-21 | FAST GROWTH | USD BILLIO * |
| 76 | AT\&T | T | 183.07 | 193.64 | 1.06 | http | //www. youtube.c | AT\&TIA1 | Feb-21 | SLOW GROWT | USD BILLIOI 1 |
| 77 | Ahold | AD | 29.61 | 20.23 | 0.68 | http | //www. youtube.c | AHOLDIA1 | Feb-21 | SLOW GROWT | EUR BILLION [ |
| 78 | Wiener | WIE | 31.48 | 20.73 | 0.66 | http | ///svencarlin.com | WienerlA1 | Feb-21 | CYCLIAL | EUR BILLION: |
| 79 | Nestle | NESN | 20074 | 00212 | 0.01 |  | //www. youtube.c | NESNIA1 | Feb-21 | STALWARTH | CHF |

Over time, my market capitalization and stock price are updated automatically and if something falls into an intriguing valuation, like Melco currently does, then I investigate it in depth.

I hope my method will give you value over time, don't forget you can download the above intrinsic value template for free here and if you are interested in me
doing the above investing work/research for you, you can always check my Stock Market Research Platform.

