



Stock Selection Guide®

The most widely used aid to good investment judgment

Company BANKAMERICA CORP. Date 11/08/04

Prepared by jah Data taken from NAIC Data

Where traded NYSE Major product/service Diversified

CAPITALIZATION --- Outstanding Amounts Reference

Preferred (\$M)	271.0	% Insiders	% Institution
Common (M Shares)	4,049.1	0.0	0.0
Debt (\$M)	315,012.0	% to Tot.Cap.	82.3
		% Potential Dil.	None

1 VISUAL ANALYSIS of Sales, Earnings and Price

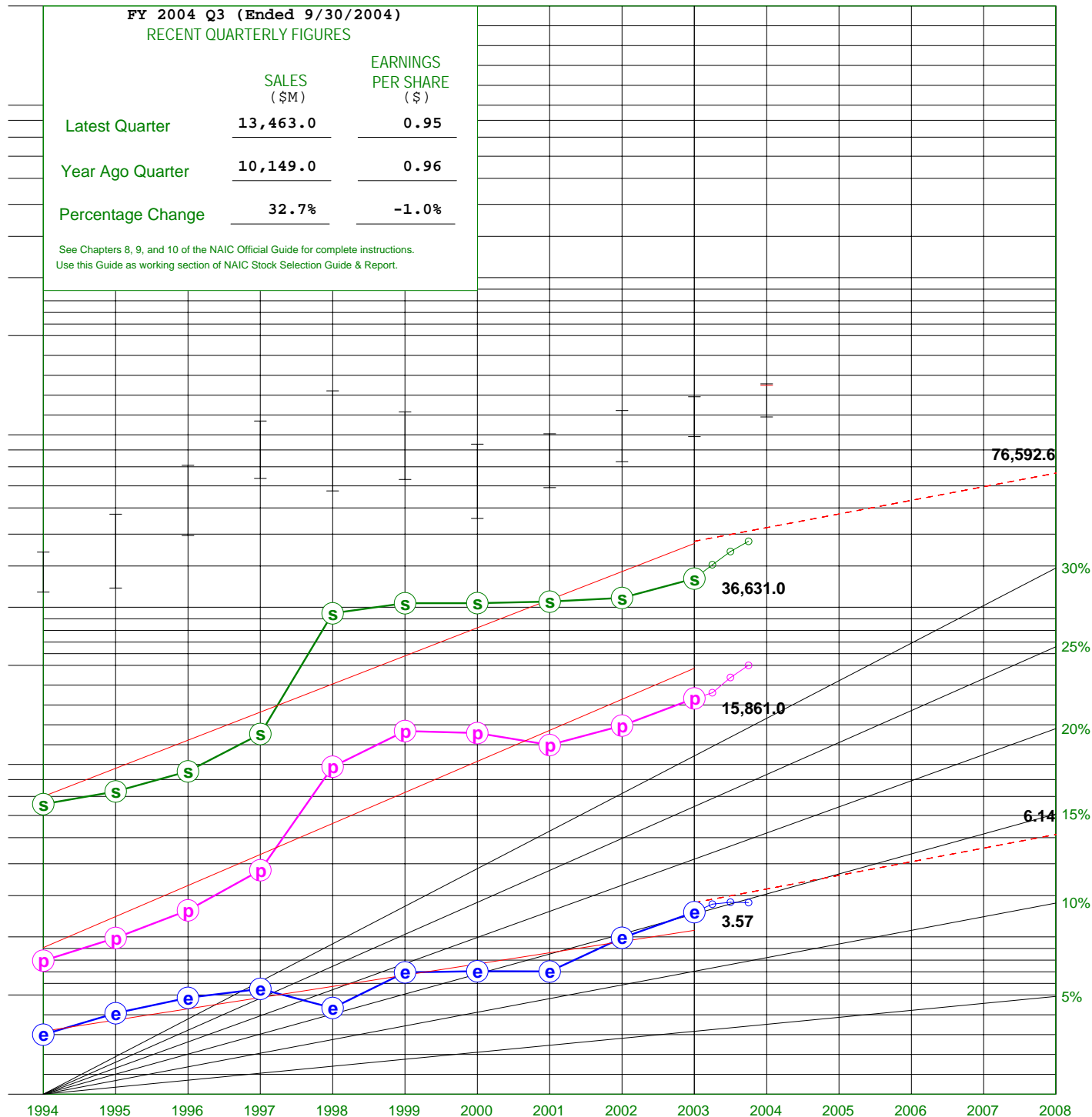
BAC

FY 2004 Q3 (Ended 9/30/2004)

RECENT QUARTERLY FIGURES

	SALES (\$M)	EARNINGS PER SHARE (\$)
Latest Quarter	13,463.0	0.95
Year Ago Quarter	10,149.0	0.96
Percentage Change	32.7%	-1.0%

See Chapters 8, 9, and 10 of the NAIC Official Guide for complete instructions.
Use this Guide as working section of NAIC Stock Selection Guide & Report.



(1) Historical Sales Growth 21.7 % (3) Historical Earnings Per Share Growth 8.1 %
 (2) Estimated Future Sales Growth 10.0 % (4) Estimated Future Earnings Per Share Growth 10.0 %

2 EVALUATING MANAGEMENT

Company **BANKAMERICA CORP.** (BAC)

11/08/04

	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	LAST 5 YEAR AVG.	TREND	
												UP	DOWN
A % Pre-tax Profit on Sales (Net Before Taxes ÷ Sales)	33.5	36.0	37.9	38.6	34.2	41.0	40.4	36.7	41.0	43.3	40.5	UP	
B % Earned on Equity (E/S ÷ Book Value)	15.3	15.1	16.6	14.0	13.7	17.7	16.0	15.1	17.8	21.4	17.6	UP	

3 PRICE-EARNINGS HISTORY as an indicator of the future

This shows how stock prices have fluctuated with earnings and dividends. It is a building block for translating earnings into future stock prices.

		PRESENT PRICE		45.970		HIGH THIS YEAR		46.450		LOW THIS YEAR		36.860	
Year		PRICE		C Earnings Per Share	D Price Earnings Ratio		F Dividend Per Share	G % Payout F ÷ C X 100	H % High Yield F ÷ B X 100				
		HIGH	LOW		HIGH A ÷ C	LOW B ÷ C							
1	1999	38.2	23.8	2.34	16.3	10.2	0.925	39.5	3.9				
2	2000	30.5	18.2	2.36	12.9	7.7	1.030	43.6	5.7				
3	2001	32.8	22.5	2.36	13.9	9.6	1.140	48.4	5.1				
4	2002	38.6	27.0	2.98	12.9	9.1	1.220	40.9	4.5				
5	2003	42.5	32.1	3.57	11.9	9.0	1.440	40.4	4.5				
6	TOTAL	123.6			51.6	35.4		212.8					
7	AVERAGE	24.7			12.9	8.9		42.6					
8	AVERAGE PRICE EARNINGS RATIO				10.9	9	CURRENT PRICE EARNINGS RATIO				12.1		

Proj. P/E [10.97] Based on Next 4 qtr. EPS [4.19]

Current P/E Based on Last 4 qtr. EPS [3.81]

4 EVALUATING RISK AND REWARD over the next 5 years

Assuming one recession and one business boom every 5 years, calculations are made of how high and how low the stock might sell. The upside-downside ratio is the key to evaluating risk and reward.

A HIGH PRICE -- NEXT 5 YEARS

Avg. High P/E 12.9 X Estimate High Earnings/Share 6.14 = Forecast High Price \$ 79.2
(3D7 as adj.) (4A1)

B LOW PRICE -- NEXT 5 YEARS

(a) Avg. Low P/E 8.9 X Estimated Low Earnings/Share 3.57 = \$ 31.7
(3E7 as adj.)

(b) Avg. Low Price of Last 5 Years = 24.7
(3B7)

(c) Recent Severe Market Low Price = 27.0

(d) Price Dividend Will Support $\frac{\text{Present Divd.}}{\text{High Yield (H)}} = \frac{1.800}{0.057} = 31.7$

Selected Estimate Low Price = \$ 31.7
(4B1)

C ZONING

79.2 High Forecast Price Minus 31.7 Low Forecast Price Equals 47.5 Range. 1/3 of Range = 11.9
(4A1) (4B1) (C) (4CD)

(4C2) Lower 1/3 = 31.7 to 43.6 (Buy) Note: Ranges changed to 25%/50%/25%

(4C3) Middle 1/3 = 43.6 to 67.3 (Maybe)

(4C4) Upper 1/3 = 67.3 to 79.2 (4A1) (Sell)

Present Market Price of 45.970 is in the Hold Range
(4C5)

D UP-SIDE DOWN-SIDE RATIO (Potential Gain vs. Risk of Loss)

High Price (4A1) 79.2 Minus Present Price 45.970
Present Price 45.970 Minus Low Price (4B1) 31.7 = $\frac{33.2}{14.3} = 2.3$ To 1
(4D)

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

High Price (4A1) 79.2
Present Market Price 45.970 = (1.723) X 100 = (172.3) - 100 = 72.3 % Appreciation
(4E)

Relative Value: 111.0% Proj. Relative Value: 100.6%

5 5-YEAR POTENTIAL

This combines price appreciation with dividend yield to get an estimate of total return. It provides a standard for comparing income and growth stocks.

Note: Results are expressed as a simple rate; use the table below to convert to a compound rate.

A Present Full Year's Dividend \$ 1.800
Present Price of Stock \$ 45.970 = 0.039 X 100 = 3.9 Present Yield or % Returned on Purchase Price
(5A)

B AVERAGE YIELD OVER NEXT 5 YEARS

Avg. Earnings Per Share Next 5 Years 5.07 X Avg. % Payout (3G7) 42.6 = 216.0 = 4.7 %
Present Price \$ 45.970 (5B)

C ESTIMATED AVERAGE ANNUAL RETURN OVER NEXT FIVE YEARS

	5 Year Appreciation Potential (4E)		P.A.R.	Tot. Ret.
5	<u>72.3</u>			
Average Yield (5B)		<u>14.5</u> %	<u>3.9%</u>	<u>3.3%</u>
Average Total Annual Return Over the Next 5 Years (5C)		<u>4.7</u> %	<u>7.8%</u>	<u>11.5%</u>
		<u>19.2</u> %	<u>11.7%</u>	<u>14.8%</u>



PERT Worksheet-A

Company BANKAMERICA CORP. (BAC)

QUARTERLY DATA									LAST 12 MONTHS DATA								
PERIOD	EPS		PRE-TAX PROFIT			SALES		INCOME TAX RATE	EPS \$	PRE-TAX PROFIT		SALES MIL	INCOME TAX		% CHANGE		
	\$	% CHANGE	\$ MIL	% SALES	% CHANGE	\$ MIL	% CHANGE			\$ MIL	% SALES		\$ MIL	% RATE	EPS	PRE-TAX PROFIT	SALES
03/96	0.39		2,252.80	36.4		6,185.40		38.7					37.7				
06/96						3,809.70		34.6			21,732.9		37.7				
09/96						3,896.00	-33.5	34.6			19,767.1		36.6				
12/96						4,110.70	-30.0	34.6			18,001.8		35.7				
03/97	0.45	14.2	2,638.00	38.3	17.1	6,894.00	11.5	38.0			18,710.4		35.5				
06/97	0.47		2,773.00	39.7		6,987.00	83.4	38.0			21,887.7		36.3				0.7
09/97	0.48		2,787.00	38.3		7,278.00	86.8	37.9			25,269.7		37.1				27.8
12/97	0.41		2,358.00	31.9		7,396.00	79.9	38.1	1.81	10,556.00	37.0	28,555.0	4,011.3	38.0			58.6
03/98	0.53	18.0	3,111.00	39.8	17.9	7,815.00	13.4	39.8	1.89	11,029.00	37.4	29,476.0	4,240.7	38.5			57.5
06/98	0.56	19.6	3,120.00	39.6	12.5	7,887.00	12.9	35.3	1.98	11,376.00	37.5	30,376.0	4,297.3	37.8			38.8
09/98	0.25	-48.1	1,141.00	9.3	-59.1	12,293.00	68.9	21.8	1.75	9,730.00	27.5	35,391.0	3,284.0	33.8			40.1
12/98	0.46	11.8	2,471.00	19.5	4.8	12,697.00	71.7	35.1	1.79	9,843.00	24.2	40,692.0	3,247.6	33.0	-0.6	-6.8	42.5
03/99	0.54	2.8	2,990.00	23.8	-3.9	12,554.00	60.6	35.7	1.81	9,722.00	21.4	45,431.0	3,108.4	32.0	-4.1	-11.9	54.1
06/99	0.58	2.0	3,219.00	39.1	3.2	8,237.00	4.4	36.2	1.82	9,821.00	21.5	45,781.0	3,161.3	32.2	-8.0	-13.7	50.7
09/99	0.62	146.0	3,346.00	40.0	193.3	8,375.00	-31.9	35.5	2.19	12,026.00	28.7	41,863.0	4,282.2	35.6	25.1	23.6	18.3
12/99	0.62	35.2	3,079.00	38.3	24.6	8,045.00	-36.6	31.1	2.35	12,634.00	34.0	37,211.0	4,372.7	34.6	30.7	28.4	-8.6
03/00	0.67	23.1	3,533.00	40.9	18.2	8,647.00	-31.1	36.4	2.47	13,177.00	39.6	33,304.0	4,584.6	34.8	36.6	35.5	-26.7
06/00	0.62	7.0	3,254.00	39.6	1.1	8,215.00	-0.3	36.6	2.51	13,212.00	39.7	33,282.0	4,612.6	34.9	37.9	34.5	-27.3
09/00	0.66	6.5	3,404.00	40.9	1.7	8,328.00	-0.6	36.1	2.55	13,270.00	39.9	33,235.0	4,652.7	35.1	16.7	10.3	-20.6
12/00	0.43	-30.9	2,147.00	26.5	-30.3	8,088.00	0.5	35.1	2.36	12,338.00	37.1	33,278.0	4,450.3	36.1	0.6	-2.3	-10.6
03/01	0.58	-12.8	2,957.00	34.7	-16.3	8,528.00	-1.4	36.0	2.28	11,762.00	35.5	33,159.0	4,230.0	36.0	-7.9	-10.7	-0.4
06/01	0.62	0.8	3,143.00	35.5	-3.4	8,851.00	7.7	35.6	2.28	11,651.00	34.5	33,795.0	4,158.9	35.7	-9.2	-11.8	1.5
09/01	0.52	-21.4	2,873.00	32.6	-15.6	8,816.00	5.9	41.4	2.14	11,120.00	32.4	34,283.0	4,117.8	37.0	-16.1	-16.2	3.2
12/01	0.64	50.6	2,484.00	26.7	15.7	9,296.00	14.9	17.4	2.36	11,457.00	32.3	35,491.0	3,735.3	32.6	-0.2	-7.1	6.7
03/02	0.69	19.0	3,303.00	37.8	11.7	8,731.00	2.4	33.9	2.47	11,803.00	33.1	35,694.0	3,786.0	32.1	8.4	0.3	7.6
06/02	0.70	12.9	3,290.00	37.2	4.7	8,836.00	-0.2	32.2	2.55	11,950.00	33.5	35,679.0	3,733.7	31.2	11.6	2.6	5.6
09/02	0.73	40.8	3,287.00	37.0	14.4	8,874.00	0.7	31.8	2.76	12,364.00	34.6	35,737.0	3,565.3	28.8	28.7	11.2	4.2
12/02	0.88	36.7	3,239.00	34.9	30.4	9,271.00	-0.3	16.7	2.99	13,119.00	36.7	35,712.0	3,758.7	28.7	27.0	14.5	0.6
03/03	0.80	15.2	3,617.00	38.8	9.5	9,327.00	6.8	32.9	3.10	13,433.00	37.0	36,308.0	3,814.9	28.4	25.6	13.8	1.7
06/03	0.90	28.6	4,086.00	40.5	24.2	10,082.00	14.1	32.9	3.30	14,229.00	37.9	37,554.0	4,064.1	28.6	29.5	19.1	5.3
09/03	0.96	32.4	4,255.00	41.9	29.4	10,149.00	14.4	31.4	3.53	15,197.00	39.1	38,829.0	4,327.0	28.5	28.1	22.9	8.7
12/03	0.92	4.6	3,903.00	39.3	20.5	9,927.00	7.1	30.2	3.57	15,861.00	40.2	39,485.0	5,051.4	31.8	19.4	20.9	10.6
03/04	1.00	25.2	4,257.00	41.8	17.7	10,182.00	9.2	31.4	3.77	16,501.00	40.9	40,340.0	5,194.6	31.5	21.8	22.8	11.1
06/04	0.95	5.6	5,951.00	42.5	45.6	13,986.00	38.7	34.0	3.82	18,366.00	41.5	44,244.0	5,834.8	31.8	15.9	29.1	17.8
09/04	0.95	-1.0	5,869.00	43.6	37.9	13,463.00	32.7	33.3	3.81	19,980.00	42.0	47,558.0	6,440.4	32.2	7.9	31.5	22.5
12/04								35.8						33.6			

A B C D E F G H I J K L M N O P Q R S T

Trailing 4 quarters

PERT Worksheet-A Graph

Company BANKAMERICA CORP. (BAC)

