| Company AMGEN, INC. D |  |  |  | Date 09/02/04 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Prepared by MG |  | Data taken from |  | NAIC Data |  |
| Where traded NASDAQ | Major product/service |  |  | Biotechnolo |  |
| CAPITALIZATION --- Outstanding Amounts |  |  |  |  |  |
| Preferred(\$M) | 0. | \% In | siders | \% In | tutio |
| Common(M Shares) | 1,265. |  | 9.7 |  |  |
| Debt (\$M) 3,095.7 | \% to Tot.Cap. | 13.9 | \% Poten | ntial Dil | Non |


|  |  |  | 1994 | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | $\begin{gathered} \text { LAST } 5 \\ \text { YEAR AVG. } \end{gathered}$ | TREND |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | UP |  |  |  |  |  |  |  |  |  |  | DOWN |
| A |  | \% Pre-tax Profit on Sales (Net Before Taxes $\div$ Sales) |  | 35.7 | 41.0 | 43.0 | 42.4 | 44.2 | 45.4 | 45.6 | 48.0 | 39.2 | 37.7 | 43.2 |  | DOWN |
|  |  | \% Earned on Equity (E/S $\div$ Book Value) | 23.6 | 29.9 | 31.0 | 32.6 | 32.2 | 33.3 | 25.5 | 23.7 | 9.2 | 11.1 | 20.6 |  | DOWN |

## 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 |  |  | HIGH THIS YEAR |  |  | LOW | YEAR | 52.150 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year |  | A PRICE B |  |  |  |  | E | F Dividend | G <br> \% Payout | H <br> \% High Yield |
|  |  | HIGH | LOW |  |  | $\begin{aligned} & \hline \mathrm{HIGH} \\ & \mathrm{~A} \div \mathrm{C} \\ & \hline \end{aligned}$ | $\begin{aligned} & \text { LOW } \\ & B \div C \end{aligned}$ | Share | $F \div C \times 100$ | $F \div B \times 100$ |
| 1 | 1999 | 66.4 | 25.7 | 0.99 |  | 67.1 | 25.9 | 0.000 | 0.0 | 0.0 |
| 2 | 2000 | 80.4 | 50.0 | 1.06 |  | 75.9 | 47.2 | 0.000 | 0.0 | 0.0 |
| 3 | 2001 | 75.1 | 45.4 | 1.18 |  | 63.6 | 38.5 | 0.000 | 0.0 | 0.0 |
| 4 | 2002 | 62.9 | 30.6 | 1.31 |  | 48.0 | 23.3 | 0.000 | 0.0 | 0.0 |
| 5 | 2003 | 72.4 | 48.1 | 1.68 |  | 43.1 | 28.6 | 0.000 | 0.0 | 0.0 |
| 6 | TOTAL |  | 199.8 |  |  | 91.1 | 51.9 |  | 0.0 |  |
| 7 | AVERAGE |  | 40.0 |  |  | 45.5 | 26.0 |  | 0.0 |  |
| 8 | AVERAGE PRICE EARNINGS RATIO |  |  | 35.8 | 9 | CURRENT PRICE EARNINGS RATIO |  |  | 30.3 |  |

4 Proj. P/E [25.25] Based on Next 4 qtr. EPS [2.35] Current P/E Based on Last 4 qtr. EPS [1.96] 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.


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


Relative Value: 84.6\% Proj. Relative Value: 70.5\%
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.


B AVERAGE YIELD OVER NEXT 5 YEARS


C ESTIMATED AVERAGE ANNUAL RETURN OVER NEXT FIVE YEARS

| 5 Year Appreciation Potential | (4E) 146.0 |  |
| :---: | :---: | :---: |
| 5 |  | 29.2 |
| Average Yield (5B) | ------------ | 0.0 |
| Average Total Annual Return O | Next 5 Years (5C) | 29.2 |

Present Price \$
Presentrice $\$$
$-59.38$
P.A.R.

Annual Appreciation 14.7\%
\% Compd Ann Rate of Ret $14.7 \%$
Tot. Ret
0.0\%
19.7\%
19.7\%
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Using The NAIC Investor's Toolkit

## PERT Worksheet-A Graph



