NATIONAL ASSOCIATION OF INVESTORS CORPORATION
WABC
INVESTMENT EDUCATION FOR INDIVIDUALS AND CLUBS SINCE 1951

Selection Guide

The most widely used aid to good investment judgment

| Company AMERICAN INT'L GROUP, INC Date $\underline{\text { 06/12/07 }}$ |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Prepared by MG |  | Data taken from |  | NAIC Data |  |
| Where traded NYSE | Major product/service |  |  | Multi-line |  |
| CAPITALIZATION --- Outstanding Amounts Reference |  |  |  |  |  |
| Preferred(\$M) | 0.0 | \% Insiders |  | \% Institution |  |
| Common(M Shares) | 2,601.2 |  | 4.0 | 61.9 |  |
| Debt(\$M) 0.0 | \% to Tot.Cap. | 0.0 | \% Potent | ntial Dil. | Non |

1 VISUAL ANALYSIS of Sales, Earnings and Price


|  |  | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | $\begin{gathered} \text { LAST } 5 \\ \text { YEAR AVG. } \end{gathered}$ | TREND |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | UP |  |  |  |  |  |  |  |  |  |  | DOWN |
| A | \% Pre-tax Profit on Sales (Net Before Taxes $\div$ Sales) |  | 15.4 | 16.6 | 18.5 | 18.2 | 16.3 | 12.1 | 17.1 | 15.3 | 15.5 | 19.1 | 15.8 | UP |  |
| B | \% Earned on Equity <br> (E/S $\div$ Book Value) | 13.8 | 13.8 | 15.0 | 14.2 | 12.9 | 9.3 | 12.9 | 12.4 | 13.3 | 13.7 | 12.3 | UP |  |

3 PRICE-EARNINGS HISTORY as an indicator of the future

|  | hows how st | fluctuated | d dividend | block for tr | lating | earnings into |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | RICE | 71.540 |  | GH THIS YEAR |  |  | YEAR | 57.520 |
|  | Year | A | B | $\underset{\text { Earnings }}{C}$ |  | $\begin{gathered} \hline D \\ \text { Price } \end{gathered}$ | ${ }_{\text {Ratio }} \mathrm{E}$ | F <br> Dividend | G <br> \% Payout | H \% High Yield |
|  |  | HIGH | LOW | Per |  | $\begin{aligned} & \mathrm{HIGH} \\ & \mathrm{~A} \div \mathrm{C} \end{aligned}$ | $\begin{aligned} & \text { LOW } \\ & B \div C \end{aligned}$ | Per Share | $F \div C \times 100$ | $F \div B \times 100$ |
| 1 | 2002 | 80.0 | 47.6 | 2.10 |  | 38.1 | 22.7 | 0.178 | 8.5 | 0.4 |
| 2 | 2003 | 66.4 | 42.9 | 3.53 |  | 18.8 | 12.2 | 0.224 | 6.3 | 0.5 |
| 3 | 2004 | 77.4 | 54.3 | 3.79 |  | 20.4 | 14.3 | 0.280 | 7.4 | 0.5 |
| 4 | 2005 | 73.5 | 49.9 | 4.43 |  | 16.6 | 11.3 | 0.550 | 12.4 | 1.1 |
| 5 | 2006 | 73.0 | 57.5 | 5.35 |  | 13.6 | 10.7 | 0.630 | 11.8 | 1.1 |
| 6 | TOTAL |  | 252.2 |  |  | 69.4 | 48.5 |  | 46.4 |  |
| 7 | AVERAGE |  | 50.4 |  |  | 17.3 | 12.1 |  | 9.3 |  |
| 8 | AVERAGE PRICE EARNINGS RATIO |  |  | 14.7 | 9 | CURRENT PRICE EARNINGS RATIO 12.5 |  |  |  |  |
|  | Proj. P/E [11.13] Based on Next 4 qtr. EPS EVALUATING RISK and REWARD over the next 5 years |  |  |  |  | [6.43] | Current P/E Based on Last 4 qtr. EPS $\underset{\text { PEG }}{[5.74]}$ |  |  |  |

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.


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

| High Price | (4A1) | 175.1 | Minus Present Price |  | 71.540 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Present Price |  | 71.540 | Minus Low Price | (4B1) | 59.9 | 103.6 | = | 8.9 |
|  |  | 71.540 |  |  | 59.9 | 11.6 |  | (4D) |

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


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.

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