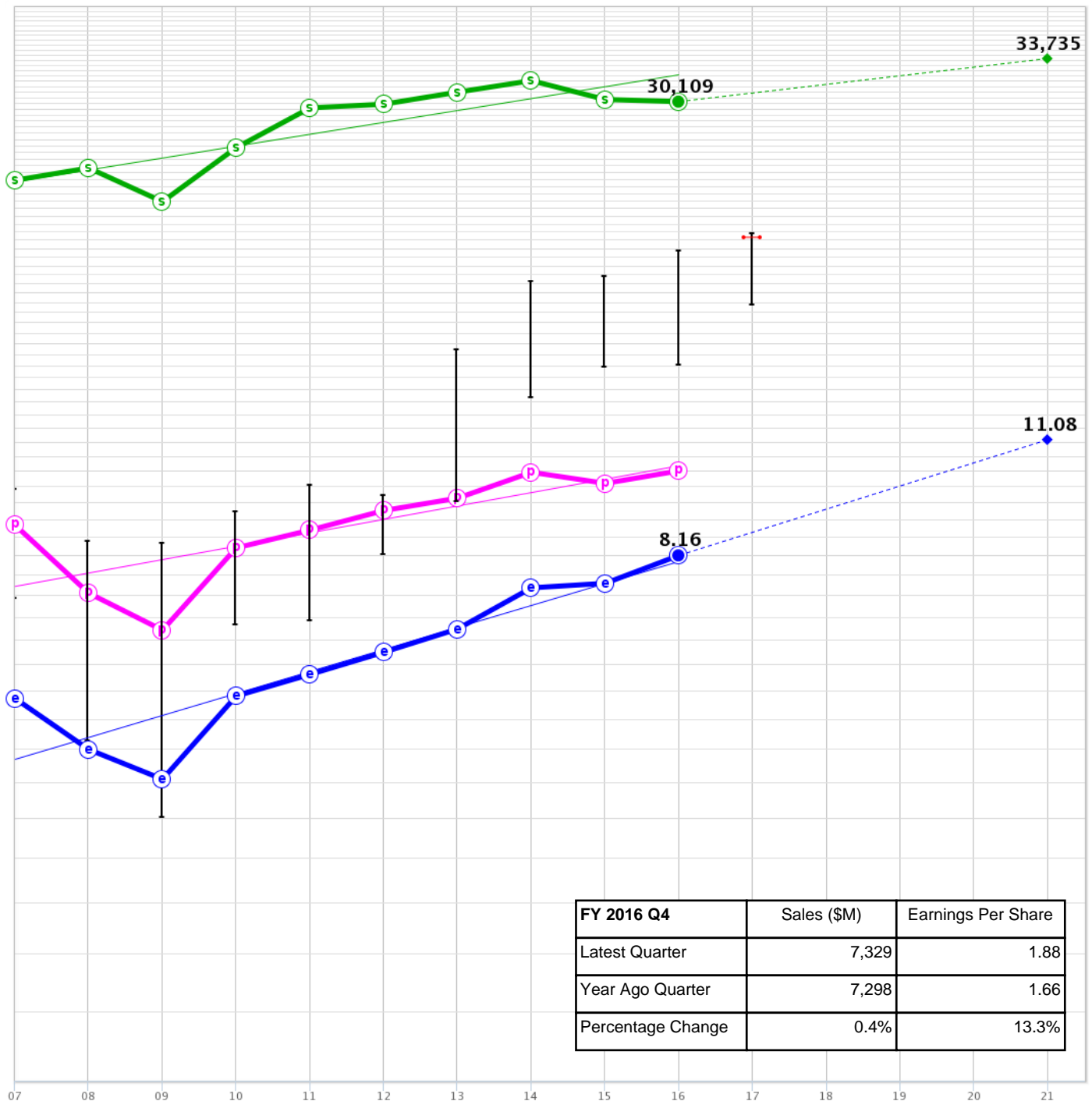


Company	3M		Date	03/06/17	
Prepared by	DIMICELI		Data taken from	BI Stock Data	
Where traded	NYS		Industry	Diversified Industrials	
Capitalization --- Outstanding Amounts	Reference				
Preferred (\$M)	0.0	% Insiders	% Institution		
Common (M Shares)	613.9	0.3	47.4		
Debt (\$M)	11,695.0	% to Tot Cap	53.2	% Pot Dil	2.3

# Stock Selection Guide

Symbol: MMM

## 1 VISUAL ANALYSIS of Sales, Earnings, and Price



- |                                   |      |  |      |
|-----------------------------------|------|--|------|
| (1) Historical Sales Growth       | 3.2% | (3) Historical Earnings Per Share Growth       | 6.0% |
| (2) Estimated Future Sales Growth | 2.3% | (4) Estimated Future Earnings Per Share Growth | 6.3% |

## 2 EVALUATING Management

3M

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Last 5 Year Avg.
Pre-tax Profit on Sales	25.0%	20.2%	20.0%	21.6%	20.4%	21.2%	21.3%	22.1%	22.5%	23.4%	22.1%
% Earned on Equity	33.7%	34.3%	25.2%	25.6%	24.4%	24.7%	25.1%	29.4%	37.9%	40.6%	31.5%
% Debt To Capital	29.8%	40.7%	31.3%	26.1%	25.4%	25.7%	25.7%	34.5%	48.1%	53.2%	37.4%

## 3 PRICE-EARNINGS HISTORY as an indicator of the future

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

**CLOSING PRICE** 188.90 (03/06/17)

**HIGH THIS YEAR** 190.54

**LOW THIS YEAR** 158.17

	A	B	C	D	E	F	G	H
Year	Price		Earnings	Price Earnings Ratio		Dividend	% Payout	% High Yield
	High	Low	Per Share	High A / C	Low B / C	Per Share	F / C * 100	F / B * 100
2012	95.5	81.7	6.32	15.1	12.9	2.36	37.3	2.9
2013	140.4	94.0	6.72	20.9	14.0	2.54	37.8	2.7
2014	168.2	123.6	7.49	22.5	16.5	3.42	45.7	2.8
2015	170.5	134.0	7.58	22.5	17.7	4.10	54.1	3.1
2016	182.3	134.6	8.16	22.3	16.5	4.44	54.4	3.3
AVERAGE		113.6		20.7	15.5		45.9	
CURRENT/TTM			8.16			4.70	57.6	
AVERAGE PRICE EARNINGS RATIO: 18.1				CURRENT PRICE EARNINGS RATIO: 23.1				

## 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 20.7 X Estimate High Earnings/Share 11.08 = Forecasted High Price \$ 229.3

### B LOW PRICE - NEXT 5 YEARS

(a) Avg. Low P/E 15.5 X Estimate Low Earnings/Share 8.16 = Forecasted Low Price \$ 126.5

(b) Avg. Low Price of Last 5 Years 113.6

(c) Recent Market Low Price 134.0

(d) Price Dividend Will Support  $\frac{\text{Indicated Dividend}}{\text{High Yield}} = \frac{4.44}{3.30\%} = 134.6$

Selected Forecasted Low Price \$ 126.5

### C ZONING using 25%-50%-25%

Forecasted High Price 229.3 Minus Forecasted Low Price 126.5 = 102.8 Range. 25% of Range 25.7

Buy Zone 126.5 to 152.2

Hold Zone 152.2 to 203.6

Sell Zone 203.6 to 229.3

Present Market Price of 188.90 is in the **HOLD** Zone

### D UPSIDE DOWNSIDE RATIO (POTENTIAL GAIN VS. RISK OR LOSS)

$\frac{\text{High Price} - \text{Present Price}}{\text{Present Price} - \text{Low Price}} = \frac{229.3 - 188.90}{188.90 - 126.5} = \frac{40.36}{62.40} = 0.6$  To 1

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

$\frac{\text{High Price} - \text{Closing Price}}{\text{Closing Price}} = \frac{229.3 - 188.90}{188.90} = 1.2137$  X 100 = 121.37 - 100 = 21.4 % Appreciation

## 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.

**A**  $\frac{\text{Indicated Annual Dividend}}{\text{Closing Price}} = \frac{4.44}{188.90} = 0.0249 = 2.5\%$  Current Yield

### B AVERAGE YIELD - USING FORECAST HIGH P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast High PE}} = \frac{45.9\%}{20.70} = 2.2\%$

### AVERAGE YIELD - USING FORECAST AVERAGE P/E

$\frac{\text{Avg. \% Payout}}{\text{Forecast Average PE}} = \frac{45.9\%}{18.10} = 2.5\%$

### C COMPOUND ANNUAL RETURN - USING FORECAST HIGH P/E

Annualized Appreciation 3.9 %  
Average Yield 2.2 %  
Annualized Rate of Return 6.2 %

### COMPOUND ANNUAL RETURN - USING FORECAST AVG P/E

Annualized Appreciation 1.2 %  
Average Yield 2.5 %  
Annualized Rate of Return 3.7 %