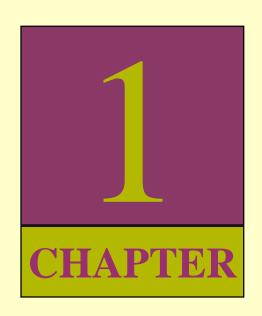
# Overview of Financial Statement Analysis

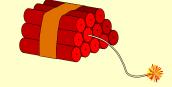


## **Business Analysis**









#### **Evaluate Prospects**

#### **Evaluate Risks**



#### **Business Decision Makers**

- **Equity investors**
- **Creditors**
- **Managers**
- **Merger and Acquisition Analysts**
- **External Auditors**
- **Directors**
- Regulators
- **Employees & Unions**
- **Lawyers**

# Information Sources for Business Analysis

#### **Quantitative**

- FinancialStatements
- Industry Statistics
- Economic Indicators
- Regulatory filings
- Trade reports

#### **Qualitative**

- Management Discussion & Analysis
- Chairperson's Letter
- Vision/Mission Statement
- Financial Press
- Press Releases
- Web sites



## **Credit Analysis**

#### **Creditors**

#### **Trade Creditors**

- Provide goods or services
- Most short-term
- Usually implicit interest
- Bear risk of default

#### **Non-trade Creditors**

- Provide major financing
- Most long-term
- Usually explicit interest
- Bear risk of default

## **Credit Analysis**

Credit worthiness: Ability to honor credit obligations (downside risk)

#### **Liquidity**

Ability to meet shortterm obligations

#### Focus:

- Current Financial conditions
- Current cash flows
- Liquidity of assets

#### Solvency

Ability to meet longterm obligations

#### Focus:

- Long-term financial conditions
- Long-term cash flows
- Extended profitability

## **Equity Analysis**

# Assessment of downside risk and upside potential

#### **Technical Analysis**

#### **Charting**

- Patterns in price behavior or volume history
- Predict future price movements

#### **Fundamental Analysis**

Determine value without reference to price

- Analyze and interpret
  - Economy
  - Industry
  - Company

## Intrinsic Value

(or Fundamental Value)

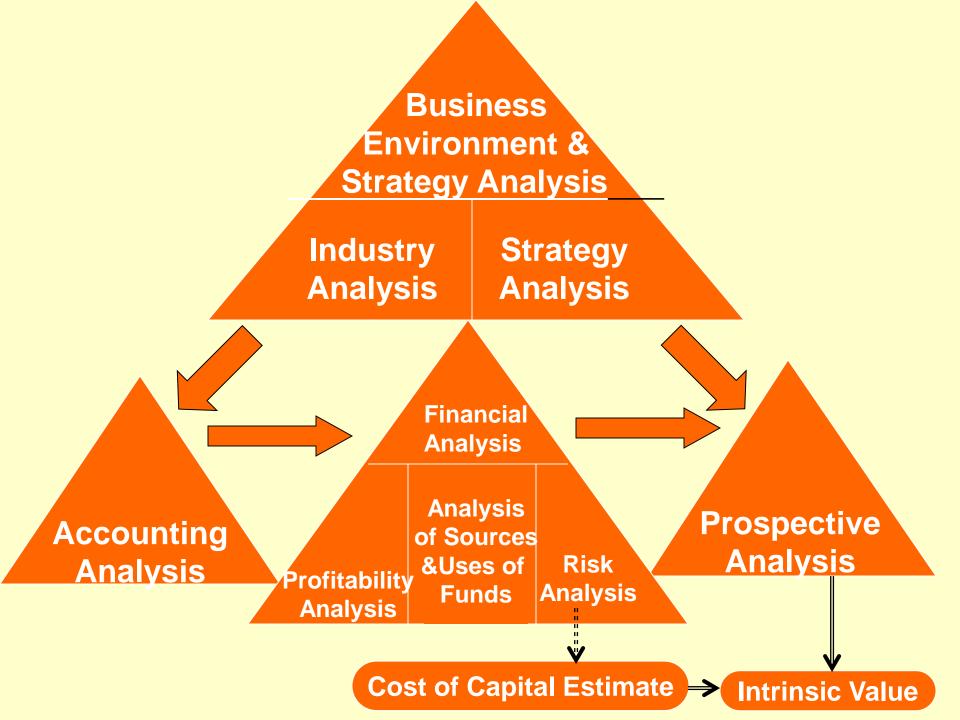
Value of Company (or stock) without reference to market value (or stock price)



Intrinsic value < Market value → Sell



Intrinsic value = Market value → Hold



## **Accounting Analysis**

Process to evaluate and adjust financial statements to better reflect economic reality

Comparability problems — across firms and across time

Distortion problems 

Manager estimation error

Earnings management

Distortion of business

Accounting
Risk

## **Financial Analysis**

Process to evaluate financial position and performance using financial statements

Profitability analysis—Evaluate return on investments

Risk analysis — Evaluate riskiness & creditworthiness

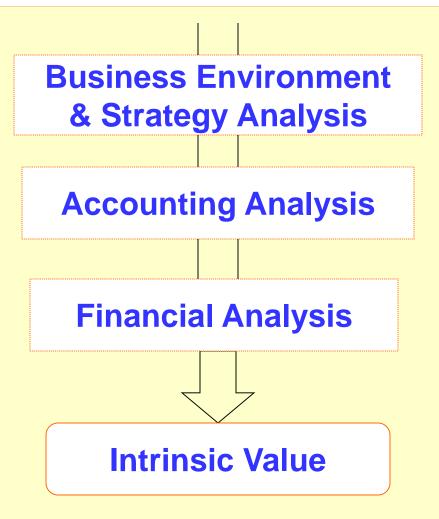
Analysis of — d

Evaluate source & deployment of funds

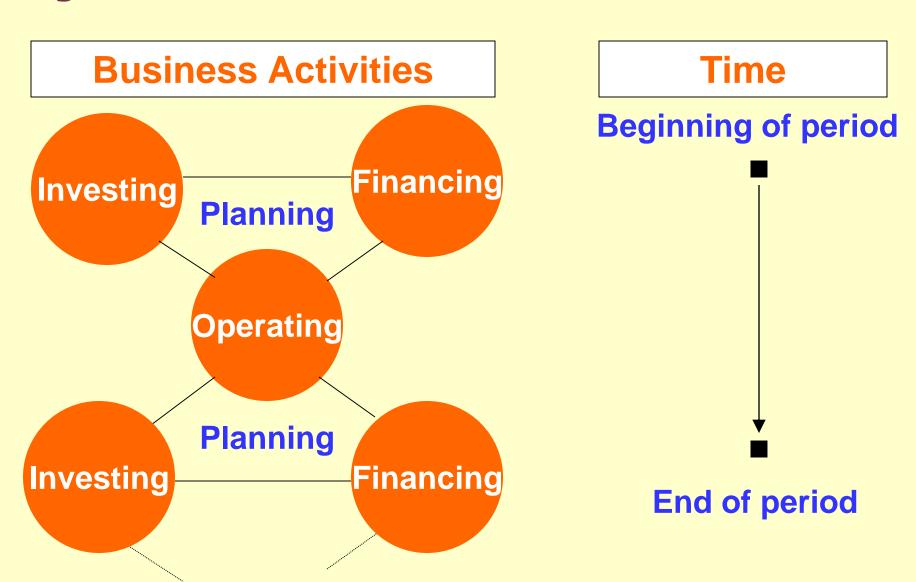
Ratio Cash flow analysis

## **Prospective Analysis**

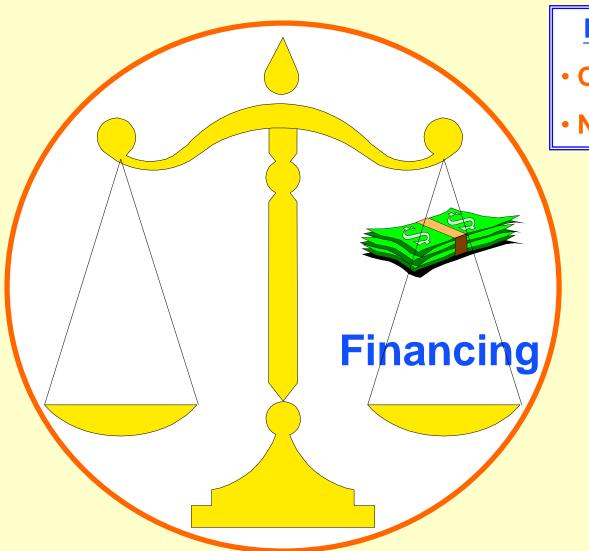
Process to forecast future payoffs



## **Dynamics of Business Activities**





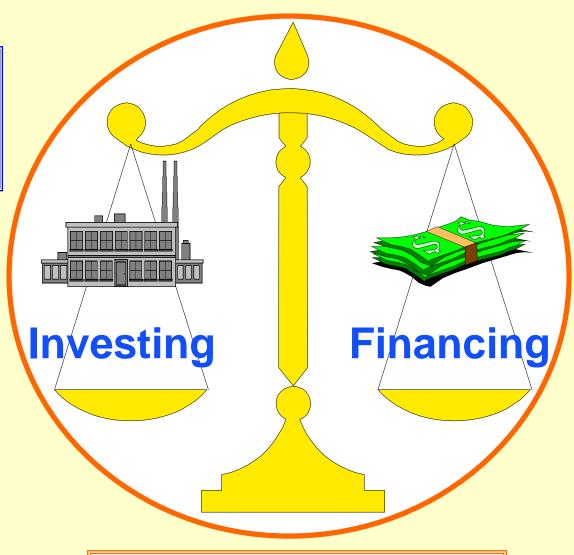


#### **Financing activities**

- Owner (equity)
- Nonowner (liabilities)

#### **Investing activities**

- Buying resources
- Selling resources



**Investing = Financing** 



#### **Operating Activities**

Revenues and expenses from providing goods and services

#### **Financial Statements Reflect Business Activities**

## Investing Current:

- Cash
- Accounts Receivable
- Inventories
- Marketable Securities

#### **Noncurrent:**

- Land, Buildings, & Equipment
- Patents
- Investments

# Assets Balance Sheet

#### **Planning**

#### **Operating**

- Sales
- Cost of Goods Sold
- Selling Expense
- Administrative Expense
- Interest Expense
- Income Tax Expense

#### **Net Income**

**Income statement** 

**Cash Flow** 

**Statement of Cash Flows** 

#### **Financing**

#### **Current:**

- Notes Payable
- Accounts Payable
- Salaries Payable
- Income Tax Payable

#### **Noncurrent:**

- Bonds Payable
- Common Stock
- Retained Earnings

**Liabilities & Equity** 

**Balance Sheet** 

**Statement of Shareholders' Equity** 

#### **Financial Statements**

- Balance Sheet
- Income Statement
- Statement of Shareholders' Equity
- Statement of Cash Flows



#### DELL INC.

#### CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (in millions)

	January 28, 2005	January 30, 2004
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 4,747	\$ 4,317
Short-term investments	5,060	835
Accounts receivable, net	4,414	3,635
Inventories	459	327
Other	2,217	1,519
Total current assets	16,897	10,633
Property, plant, and equipment, net	1,691 4,319	1,517 6,770
Other non-current assets	308	391
	\$ 23,215	\$19,311
Total assets	\$ 23,215	\$19,311
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 8,895	\$ 7,316
Accrued and other	5,241	3,580
Total current liabilities	14,136	10,896
Long-term debt	505	505
Other non-current liabilities	2,089	1,630
Total liabilities	16,730	13,031
Commitments and contingent liabilities (Note 8)		
Stockholders' equity:		
Preferred stock and capital in excess of \$.01 par value; shares issued		
and outstanding: none	_	_
Common stock and capital in excess of \$.01 par value; shares	0.405	
authorized: 7,000; shares issued: 2,769 and 2,721, respectively	8,195	6,823
Treasury stock, at cost; 284 and 165 shares, respectively	(10,758)	(6,539)
Retained earnings	9,174 (82)	6,131 (83)
Other Other	(44)	(52)
Total stockholders' equity	6,485	6,280
Total liabilities and stockholders' equity	\$ 23,215	\$19,311
Total liabilities and stockholders equity	Ψ 23,213	<u>Ψ13,311</u>

#### **Balance Sheet**

Total Investing = Total Financing = Creditor Financing + Owner Financing

**Dell Financing** (in \$billions)

\$23.215 = \$16.730 + \$6.485

#### DELL INC.

## CONSOLIDATED STATEMENTS OF INCOME (in millions, except per share amounts)

	Fiscal Year Ended			
	January 28, 2005	January 30, 2004	January 31, 2003	
Net revenue	\$49,205	\$41,444	\$35,404	
Cost of revenue	_40,190	_33,892	29,055	
Gross margin	9,015	7,552	6,349	
Operating expenses:				
Selling, general, and administrative	4,298	3,544	3,050	
Research, development, and engineering	463	464	455	
Total operating expenses	4,761	4,008	3,505	
Operating income	4,254	3,544	2,844	
Investment and other income, net	191	180	183	
Income before income taxes	4,445	3,724	3,027	
Income tax provision	1,402	1,079	905	
Net income	\$ 3,043	\$ 2,645	\$ 2,122	
Earnings per common share:				
Basic	\$ 1.21	\$ 1.03	\$ 0.82	
Diluted	\$ 1.18	\$ 1.01	\$ 0.80	

## **Income Statement**

Revenues – Cost of goods sold = Gross Profit Gross profit – Operating expenses = Operating Profit

**Dell Profitability** (in \$billions)

\$49,205 - \$40,190 = \$9,015 Gross Profit

\$9,015 - \$4,761 = \$4,254 Operating profit

#### DELL INC.

#### CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY (in millions)

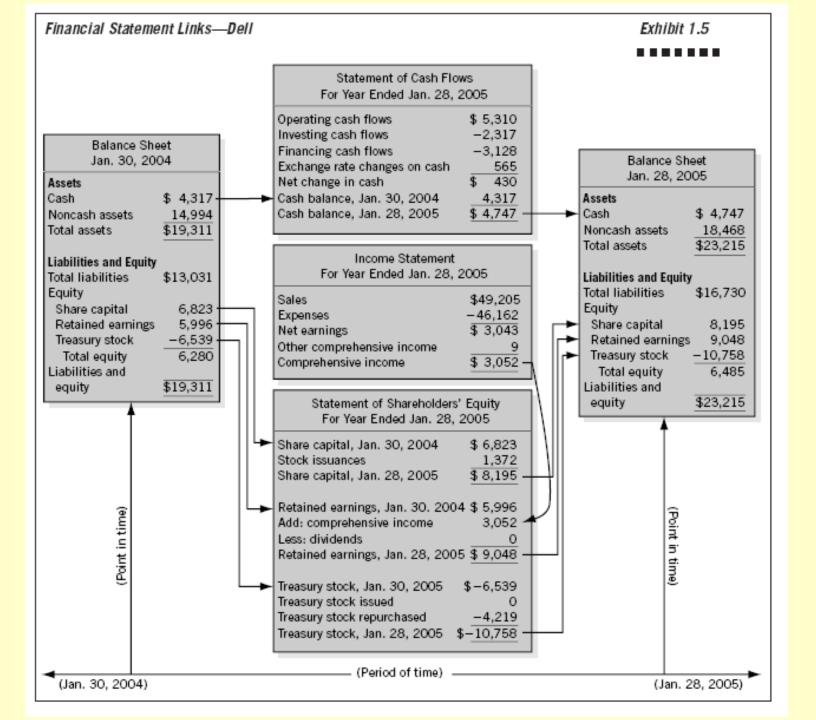
	and Ca Exce	on Stock apital in ess of Value Amount	Treasu Shares	ıry Stock	Retained Earnings	Other Comprehensive Income (Loss)	Other	Total
Balances at February 1, 2002  Net income	2,654 —	\$5,605 —	52 —	\$ (2,249) —	\$1,364 2,122	\$ 38 —	\$(64) —	\$ 4,694 2,122
of \$14 Foreign currency translation	_	_	_	_	_	26	_	26
adjustments	_	_	_	_	_	(101)	_	(101)
Total comprehensive income Stock issuances under employee plans, including	_	_	_	_	_	(101)	_	2,051
tax benefits	27	410	_	_	_	_	6	416
Repurchases	_	_	50	(2,290)	_	_	_	(2,290)
Other		3	_				(1)	2
Balances at January 31, 2003	2,681	6,018	102	(4,539)	3,486	(33)	(59)	4,873
Net income	_	_	_	_	2,645	_	_	2,645
of \$19 Foreign currency translation	_	_	_	_	_	(35)	_	(35)
adjustments	_	_	_	_	_	6 (21)	_	(21)
Total comprehensive income Stock issuances under employee plans, including						(21)		2,595
tax benefits	40	805	_	_	_	_	_	805
Repurchases Other			63 	(2,000)				(2,000)
Balances at January 30, 2004	2,721	6,823	165	(6,539)	6,131	(83)	(52)	6,280
Net income Change in net unrealized gain on investments, net of taxes	_	_	_	_	3,043	_	_	3,043
of \$16 Foreign currency translation	_	_	_	_	_	(52)	_	(52)
adjustments Change in net unrealized loss on derivative instruments,	_	_	_	_	_	1	_	1
net of taxes of \$21	_	_	_	_	_	52	_	3,044
tax benefits	48	1,372			_	_	_	1,372
Repurchases Other	_	_	119	(4,219) —	_	_	8	(4,219) 8
Balances at January 28, 2005	2,769	\$8,195	284	\$(10,758)	\$9,174	\$ (82)	\$(44)	\$ 6,485

#### **Statement of Cash Flows**

Net Cash Flows from Operating Activities
Net Cash Flows from Investing Activities
Net Cash Flows from Financing Activities

# DELL INC. CONSOLIDATED STATEMENTS OF CASH FLOWS (in millions)

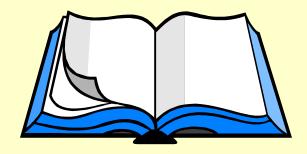
	Fiscal Year Ended		
	January 28, 2005	January 30, 2004	January 31, 2003
Cash flows from operating activities:			
Net income	\$ 3,043	\$ 2,645	\$ 2,122
Depreciation and amortization	334	263	211
Tax benefits of employee stock plans Effects of exchange rate changes on monetary assets	249	181	260
and liabilities denominated in foreign currencies	(602)	(677)	(537)
Other	78	113	60
Operating working capital	1,755	872	1,210
Non-current assets and liabilities	453	273	212
Net cash provided by operating activities	5,310	3,670	3,538
Cash flows from investing activities: Investments:			
Purchases	(12,261)	(12,099)	(8,736)
Maturities and sales	10,469	10,078	7,660
Capital expenditures	(525)	(329)	(305)
Purchase of assets held in master lease facilities Cash assumed in consolidation of Dell Financial Services L.P.		(636) 172	
Net cash used in investing activities	(2,317)	(2,814)	_(1,381)
Cash flows from financing activities:			
Repurchase of common stock	(4,219)	(2,000)	(2,290)
Issuance of common stock under employee plans and other	1,091	617	265
Net cash used in financing activities	(3,128)	(1,383)	(2,025)
Effect of exchange rate changes on cash and cash equivalents	565	612	459
Net increase in cash and cash equivalents	430	85	 591
Cash and cash equivalents at beginning of period	4,317	4,232	3,641
Cash and cash equivalents at end of period	\$ 4,747	\$ 4,317	\$ 4,232



#### **Additional Information**

(Beyond Financial Statements)

- Management Discussion & Analysis (MD&A)
- Management Report
- Auditor Report
- Explanatory Notes to Financial Statements
- Supplementary Information (10-K, 10-Q, 8-K, 20-F)
- Proxy Statement



#### **Comparative Analysis**



Purpose: Evaluation of consecutive

financial statements

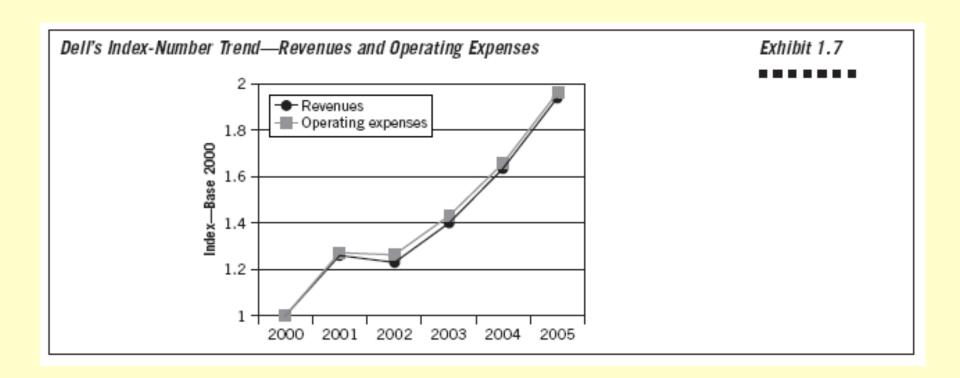
Output: Direction, speed, & extent of any

trend(s)

Types: • Year-to-year Change Analysis

Index-Number Trend Analysis

Dell's Comparative Income Statements	s				Exhibit 1.6
	2005	2004	Change (in \$mil)	Change %	•••••
Revenues		\$41,444 33,892	\$7,761 6,298	18.7% 18.6	
Gross profit	9,015	7,552	1,463	19.4	
Selling, general, and administrative exp	4,298 463	3,544 464	754 (1)	21.3 -0.2	
Operating profit		3,544 180	710 11	20.0 6.1	
Pretax income	4,445 1,402	3,724 1,079	721 323	19.4 29.9	
Net income		\$ 2,645	\$ 398	15.0	



## **Common-Size Analysis**

Purpose: • Evaluation of internal makeup

of financial statements

 Evaluation of financial statement accounts across companies

Output:

Proportionate size of assets, liabilities, equity, revenues, & expenses

## **Common-Size Analysis**

Common size 2	005	2004	2003	2002	2001	
Net revenue	0.00	100.0	100.0	100.0	100.0	
Cost of revenue	81.7	81.8	82.1	82.3	79.8	
Gross margin	18.3	18.2	17.9	17.7	20.2	
Selling, general, and administrative	8.7	8.6	8.6	8.9	10.0	
Research, development, and engineering	0.9	1.1	1.3	1.5	1.5	
Total operating expenses	9.7	9.7	9.9	10.4	11.5	
Investment and other income, net	0.4	0.4	0.5	-1.7	1.3	
Income before income taxes	9.0	9.0	8.5	5.6	10.0	
Income tax provision	2.8	2.6	2.6	1.6	3.0	
Net income	6.2	6.4	6.0	4.0	7.0	

ommon-Size Balance Sheets			Exhibit 1.9
	2005	2004	•••••
Cash and cash equivalents	. 20.4	22.4	
Short-term investments		4.3	
Accounts receivable, net	. 19.0	18.8	
Inventories	. 2.0	1.7	
Other current assets	. 9.5	7.9	
Total current assets	. 72.8	55.1	
Property, plant, and equipment, net	. 7.3	7.9	
Investments	. 18.6	35.1	
Other noncurrent assets	. 1.3	2.0	
Total assets	. 100.0	100.0	
Accounts payable	. 38.3	37.9	
Accrued and other	. 22.6	18.5	
Total current liabilities	. 60.9	56.4	
Long-term debt	. 2.2	2.6	
Other noncurrent liabilities	. 9.0	8.4	
Total liabilities	. 72.1	67.5	
Common stock and capital in excess of par	. 35.3	35.3	
Treasury stock	46.3	-33.9	
Retained earnings	. 39.5	31.7	
Other	0.5	-0.7	
Total stockholders' equity	. 27.9	32.5	
Total liabilities and equity	. 100.0	100.0	

#### **Ratio Analysis**

Purpose: Evaluate relation between two or more

economically important items (one

starting point for further analysis)

Output: Mathematical expression of relation

between two or more items

**Cautions:** • Prior Accounting analysis is important

 Interpretation is key -- long vs short term & benchmarking

Exhibit 1.10	Financial Statement Ratios for Dell	
•••••	Liquidity	
	Current ratio = $\frac{\text{Current assets}}{\text{Current liabilities}} = \frac{\$16,897}{\$14,136} = 1.20$	
	$\mbox{Acid-test ratio} = \frac{\mbox{Cash} + \mbox{Cash equivalents} + \mbox{Marketable securities} + \mbox{Accounts receivable}}{\mbox{Current liabilities}}$	
	$= \frac{\$4,747 + \$5,060 + \$4,414}{\$14,136} = 1.01$	
	Collection period = $\frac{\text{Average accounts receivable}}{\text{Sales/360}} = \frac{(\$4,414 + \$3,635)/2}{\$49,205/360} = 29.45 \text{ days}$	
	Days to sell inventory = $\frac{\text{Average inventory}}{\text{Cost of sales}/360} = \frac{(\$459 + \$327)/2}{\$40,190/360} = 3.52 \text{ days}$	
	Capital Structure and Solvency	
	Total debt to equity = $\frac{\text{Total liabilities}}{\text{Shareholders' equity}} = \frac{\$16,730}{\$6,485} = 2.58$	
	Long-term debt to equity = $\frac{\text{Long-term liabilities}}{\text{Shareholders' equity}} = \frac{(\$505 + \$2,089)}{\$6,485} = 0.40$	
	Times interest earned = $\frac{\text{Income before income taxes and interest expense}}{\text{Interest expense}} = \frac{(\$4,445 + \$16)}{\$16}$	= 278.8
	Return on Investment	
	$ \text{Return on assets} = \frac{\text{Net income} + \text{Interest expense } (1 - \text{Tax rate})}{\text{Average total assets}} $	
	$= \frac{(\$3,043 + \$16(1 - 0.35))}{(\$23,215 + \$19,311)/2} = 14.36\%$	
	Return on common equity = $\frac{\text{Net income}}{\text{Average shareholders' equity}} = \frac{\$3,043}{(\$6,485 + \$6,280)/2} = 47.7\%$	
	Operating Performance	
	Gross profit margin = $\frac{\text{Sales} - \text{Cost of Sales}}{\text{Sales}} = \frac{\$9,015}{\$49,205} = 18.32\%$	
	Operating profit margin (pretax) = $\frac{\text{Income from operations}}{\text{Sales}} = \frac{\$4,254}{\$49,205} = 8.65\%$	
	Pretax profit margin = $\frac{\text{Income before income taxes}}{\text{Sales}} = \frac{\$4,445}{\$49,205} = 9.03\%$	
	Net profit margin = $\frac{\text{Net income}}{\text{Sales}} = \frac{\$3,043}{\$49,205} = 6.18\%$	(continued)

#### Financial Statement Ratios for Dell (concluded)

#### Asset Utilization

Cash turnover = 
$$\frac{\text{Sales}}{\text{Average cash and equivalents}} = \frac{\$49,205}{(\$4,747 + \$4,317)/2} = 10.86$$

Accounts receivable turnover = 
$$\frac{\text{Sales}}{\text{Average accounts receivable}} = \frac{\$49,205}{(\$4,414 + \$3,635)/2} = 12.23$$

Inventory turnover = 
$$\frac{\text{Cost of goods sold}}{\text{Average inventory}} = \frac{\$40,190}{(\$459 + \$327)/2} = 102.3$$

Working capital turnover = 
$$\frac{\text{Sales}}{\text{Average working capital}} = \frac{\$49,205}{(\$16,897 - \$14,136) + (\$10,633 - \$10,896)/2} = 39.4$$

PPE turnover = 
$$\frac{\text{Sales}}{\text{Average PPE}} = \frac{\$49,205}{(\$1,691 + \$1,517)/2} = 30.68$$

Total assets turnover = 
$$\frac{\text{Sales}}{\text{Average total assets}} = \frac{\$49,205}{(\$23,215 + \$19,311)/2} = 2.31$$

#### Market Measures

Price-to-earnings ratio = 
$$\frac{\text{Market price per share}}{\text{Earnings per share}} = \frac{\$33.44}{\$1.21} = 27.6$$

Earnings yield = 
$$\frac{\text{Earnings per share}}{\text{Market price per share}} = \frac{\$1.21}{\$33.44} = 3.62\%$$

Dividend yield = 
$$\frac{\text{Cash dividends per share}}{\text{Market price per share}} = \text{N/A (no dividends paid)}$$

$$Price-to-book = \frac{Market price per share}{Book value per share} = \frac{\$33.44}{\$2.61} = 12.8$$

#### **Valuation**

Valuation - an important goal of many types of business analysis

Purpose: Estimate intrinsic value of a

company (or stock)

**Basis:** Present value theory (time value of

money)

## **Debt (Bond) Valuation**

$$B_{t} = \frac{I_{t+1}}{(1+r)^{1}} + \frac{I_{t+2}}{(1+r)^{2}} + \frac{I_{t+3}}{(1+r)^{3}} + \cdots + \frac{I_{t+n}}{(1+r)^{n}} + \frac{F}{(1+r)^{n}}$$

 $B_t$  is the value of the bond at time t  $I_{t+n}$  is the interest payment in period t+n F is the principal payment (usually the debt's face value) r is the interest rate (yield to maturity)

## **Equity Valuation**

$$V_{t} = \frac{E(D_{t+1})}{(1+k)^{1}} + \frac{E(D_{t+2})}{(1+k)^{2}} + \frac{E(D_{t+3})}{(1+k)^{3}} + \cdots$$

 $V_t$  is the value of an equity security at time t  $D_{t+n}$  is the dividend in period t+n k is the cost of capital  $E(\bullet)$  refers to *expected* dividends

## **Equity Valuation - Free Cash Flow Model**

$$\mathbf{V}_t = \frac{\mathbf{E}(\mathbf{FCFE}_{t+1})}{(1+k)^1} + \frac{\mathbf{E}(\mathbf{FCFE}_{t+2})}{(1+k)^2} + \frac{\mathbf{E}(\mathbf{FCFE}_{t+3})}{(1+k)^3} + \cdots$$

 $FCF_{t+n}$  is the free cash flow in the period t + n [often defined as cash flow from operations less capital expenditures]

k is the cost of capital

E(•) refers to an expectation

## **Equity Valuation - Residual Income Model**

$$\mathbf{V}_t = \mathbf{B} \mathbf{V}_t + \frac{\mathbf{E}(\mathbf{R} \mathbf{I}_{t+1})}{(1+k)^1} + \frac{\mathbf{E}(\mathbf{R} \mathbf{I}_{t+2})}{(1+k)^2} + \frac{\mathbf{E}(\mathbf{R} \mathbf{I}_{t+3})}{(1+k)^3} + \cdots$$

BV is the book value at the end of period

Ri<sub>t+n</sub> is the residual income in period *t* + *n* [defined as net income, NI, minus a charge on beginning book value, BV, or RI<sub>t</sub> = NI<sub>t</sub> - (k x BV<sub>t-1</sub>)]

k is the cost of capital

E(•) refers to an expectation

## **Analysis in an Efficient Market**

#### Three assumed forms of market efficiency

Weak Form - prices reflect information in past prices

Semi-strong Form - prices reflect all public information

Strong Form - prices reflect all public and private information

## **Analysis in an Efficient Market**

#### **Market Efficiency**

- assumes competent and informed analysis
- distinguish aggregate from individual behavior
- reflects information (both reliable and unreliable)
- cross-country differences in rewards to analysis

# Financial statement analysis relevant to more than just market analysis, e.g.,

- credit and lending
- auditing
- valuation of nonpublicly traded firms
- mergers and acquisitions
- etc.

## **Book Organization**

#### **Financial Statement Analysis**

Part I Introduction and Overview Part II
Accounting Analysis

Part III
Financial Analysis

Chapter 1: Overview of Financial Statement Analysis

Chapter 2: Financial Reporting and Analysis

Chapter 3: Analyzing Financial Activities Chapter 4: Analyzing

Investing Activities

Chapter 5: Analyzing Investing Activities: Special topic

**Chapter 6: Analyzing Operating Activities** 

Chapter 7: Cash Flow

**Analysis** 

Chapter 8: Return on Invested Capital

**Chapter 9: Profitability** 

**Analysis** 

**Chapter 10: Prospective** 

**Analysis** 

**Chapter 11: Credit** 

**Analysis** 

**Chapter 12: Equity** 

**Analysis and Valuation**