

International Business Machines Corp

NYSE Symbol: IBM

EPS Estimate -- Annual Average Trend

The top chart gives a visual representation of the earnings per share estimate revisions for each of four years by charting their movements over time. Each time an analyst changes its annual EPS estimate for International Business Machines Corp, the corresponding estimate line for that year adjusts to show the magnitude of the effect the revision has on the average estimate.

Chart Key

EPS Estimate

- 2009 Fiscal Year
- 2010 Fiscal Year
- 2011 Fiscal Year
- 2012 Fiscal Year

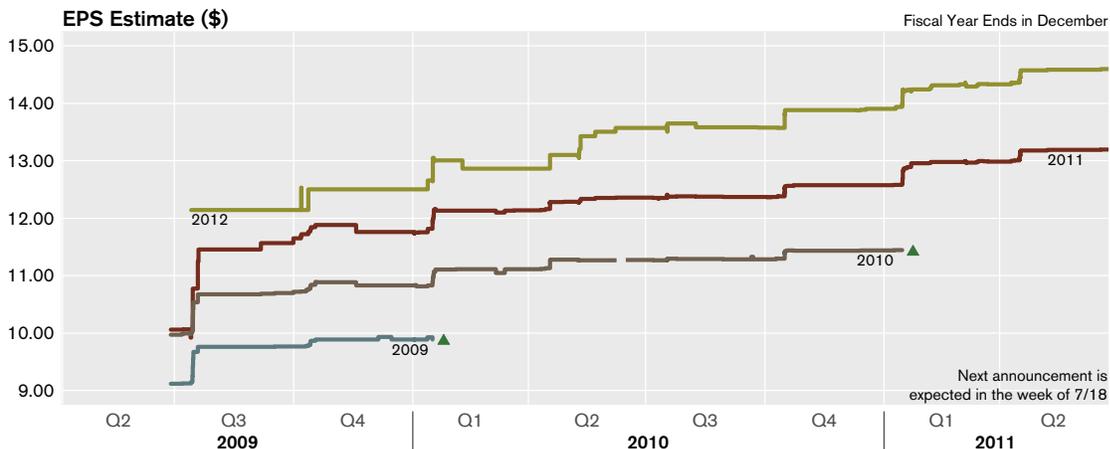
Earnings Announcement

- In-line with estimates ●
- Positive Surprise ▲
- Negative Surprise ▼

The price chart has the same time frame as the EPS Estimate chart above it, and it is aligned to allow for comparisons of share price movements in conjunction with average estimate revisions.

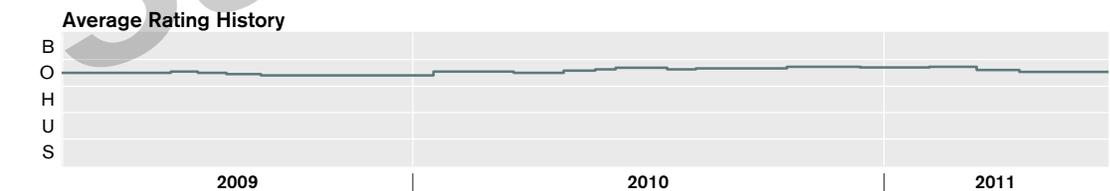
EPS vs. Previous Year

- % Positive Change ▲
- % Negative Change ▼



Current Recommendation

Buy	12	██████████
Outperform	4	████
Hold	11	██████████
Underperform	0	
Sell	0	



Industry and Market Comparison

This table shows a comparison of Price/Earnings and Growth figures for International Business Machines Corp, its industry, sector, and the Market, as presented by the S&P 500. Long term (5 years) and short term (1 year) growth rates and P/E ratio on estimated earnings are calculated on broker averages.

	P/E Estimate			Actual P/E for TFQ	Long Term Growth Rate	Short Term Growth Rate	PEG Ratio
	2011	2012	FFQ				
International Business Machines Corp.	12.6	11.4	12.4	13.9	10.8%	14.5%	1.2
Computer Services	15.9	15.3	4.4	18.6	4.2	16.4	1.0
Technology	14.9	14.3	7.4	20.7	3.7	33.8	1.0
S&P 500	13.4	12.3	0.9	19.0	3.2	24.2	1.5

Growth Rates

	Long Term			Short Term		
	Mean of Estimates	# of Estimates	Standard Deviation	Mean of Estimates	# of Estimates	Standard Deviation
International Business Machines Corp.	10.8%	9	2.15%	14.5%	28	1.15%
Computer Services	4.2	9	4.86	16.4	16	9.41
Technology	3.7	8	3.20	33.8	12	9.21
S&P 500	3.2	8	2.77	24.2	10	14.93

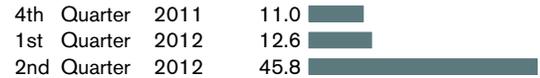
Quarterly Earnings Per Share (As Reported)

Fiscal Year Ends in December



EPS % Change (Year over Year, Standardized)

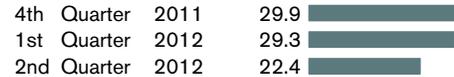
International Business Machines Corp



Industry: Computer Services



Market: S&P 500



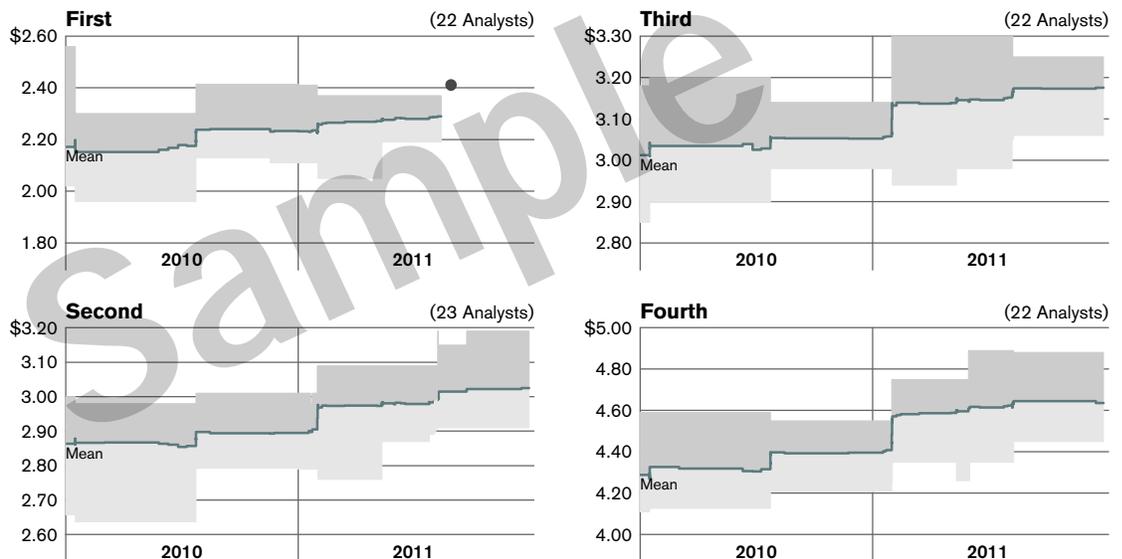
Quarterly Average EPS Estimate

Each time an analyst changes its quarterly EPS estimate for International Business Machines Corp, an up or down arrow is placed on the corresponding estimate line for that quarter to represent either a revision up or down. The range of the estimate revisions is also indicated with the shaded area.

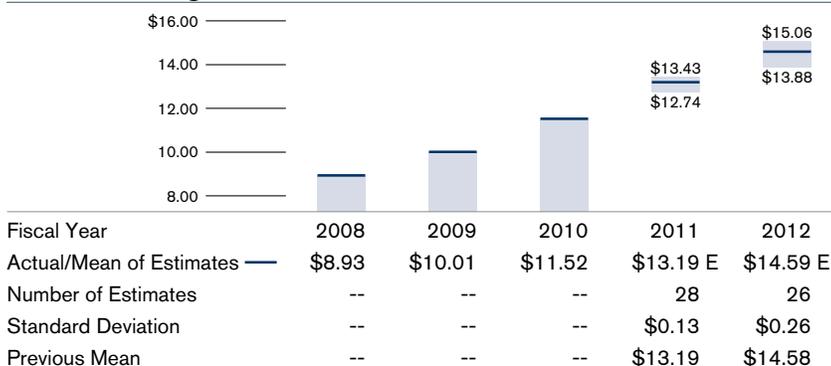
Chart Key

- Mean of Estimate
- Actual earnings announcement

2011 Quarterly Estimate



Annual Earnings Per Share (As Reported)



EPS % Change (Year over Year, Standardized)

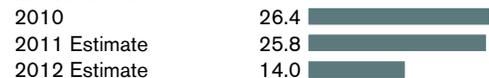
International Business Machines Corp



Industry: Computer Services

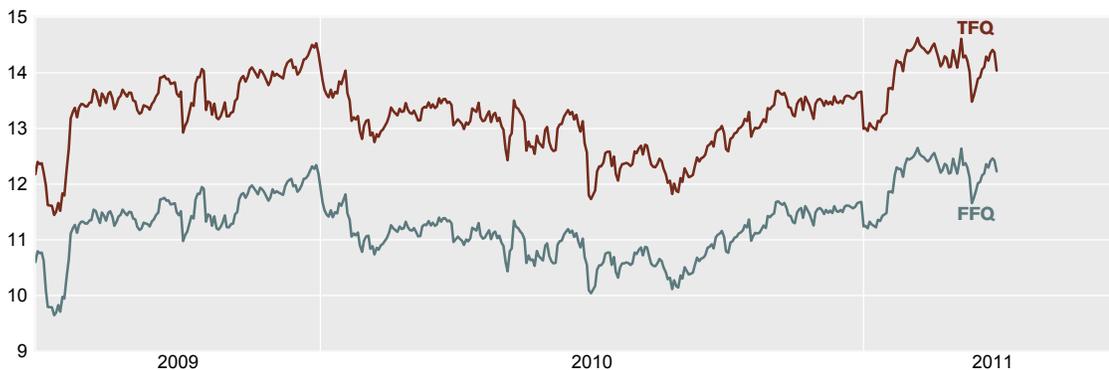


Market: S&P 500



P/E History

This chart displays the history of Price/Earnings for IBM for both Trailing Four Quarters (TFQ) and Forward Four Quarters (FFQ), allowing for comparison of how Price/Earnings projections compare to actual reports over time. Therefore, a lower P/E represents a more favorable price given the level of earnings.

**Current P/E**

IBM			
TFQ	A	13.7	
FFQ	E	12.4	
2010 E		14.3	
2011 E		12.4	

Industry

TFQ	A	4.4	
FFQ	E	4.4	
2010 E		3.9	
2011 E		4.8	

S&P 500

TFQ	A	1.1	
FFQ	E	0.9	
2010 E		0.1	
2011 E		0.4	

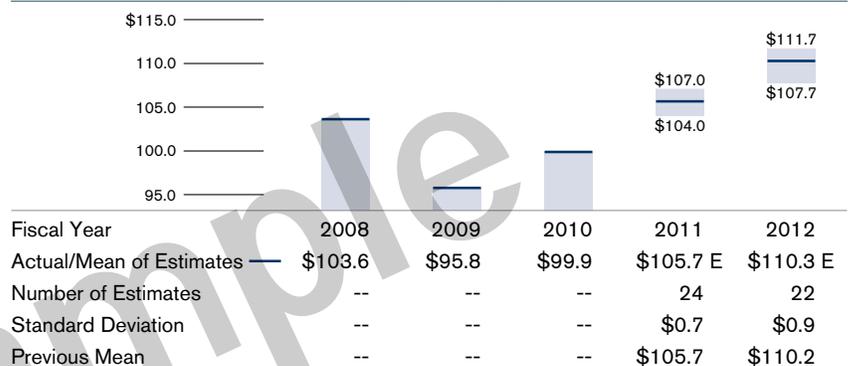
Quarterly Revenue Growth (%)

This table compares current revenue growth estimates to actual growth values for several recent quarters.

3rd Quarter 2011 Estimate	5.63	
2nd Quarter 2011 Estimate	6.75	
1st Quarter 2011	7.66	
4th Quarter 2010	6.57	
3rd Quarter 2010	2.99	
2nd Quarter 2010	2.04	

Dividends

2010 Annual Dividend	\$2.50
Current Dividend Yield	1.81%
5 Year Average Yield	0.02%
Industry Average Yield	1.80%

Fiscal Year Revenue Estimate (in billions)**Important Disclosures for IBM**

This report was compiled from data provided by Reuters Research, Standard & Poor's (S&P), and Morgan Stanley Capital International Inc. (the "Information Providers"). Not all information is available on all companies. Companies with stock splits occurring within two weeks of the report date may not have had their historical data adjusted to account for the split. A full glossary and further information regarding use of this report is available in the User Guide which you may access online. Reproduction or redistribution of this report in any form is prohibited except with written permission from Charles Schwab & Co., Inc. and its affiliates (collectively "Schwab") and the Information Providers which are independent of each other. Schwab believes that the information provided is reliable. However, Schwab nor the Information Providers 1) guarantee the accuracy, timeliness, completeness or correct sequencing of the information, or 2) warrant any results from use of the information. The included information is subject to change without notice. Schwab does not guarantee the suitability or potential value of any particular investment or information source nor can be held responsible for any inaccuracies or omissions.

The Global Industry Classification Standard (GICS) was developed by and is the exclusive property of Morgan Stanley Capital International Inc. and Standard & Poor's. GICS is a service mark of MSCI and S&P and has been licensed for use by Schwab.

This report contains general guidance and does not represent a personalized recommendation of a particular stock or stocks to you. This report does not take into account your individual circumstances, investing objectives, tax or financial situation, or your existing or target portfolio. You should view this information and general guidance in the context of your overall portfolio construction, asset allocation, and whether a particular equity should be bought, held, or sold in relation to the current market environment. Stocks can be volatile and entail risk and the stocks represented in this report may not be suitable for you. None of the information constitutes a solicitation of an offer to buy or sell any securities. This information is not intended to provide tax, legal or investment advice.

Consensus data provided by Reuters Research; may exclude certain items or discontinued operations.