

RECENT PRICE	168.62	P/E RATIO	11.8 (Trailing: 10.8 Median: 13.0)	RELATIVE P/E RATIO	0.61	DIV'D YLD	3.1%	VALUE LINE
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**2018-20 PROJECTIONS**

	Price	Gain	Ann'l Total Return
High	250	(+50%)	13%
Low	205	(+20%)	8%

**Insider Decisions**

	A	S	O	N	D	J	F	M	A
to Buy	0	0	0	0	0	0	0	0	0
Options	4	0	0	0	0	0	3	0	1
to Sell	6	0	0	0	0	2	7	0	1

**Institutional Decisions**

	3Q2014	4Q2014	1Q2015
to Buy	622	619	686
to Sell	869	1020	921
Hld's(000)	577018	574895	588305

The chart displays the stock price (top panel, 200-250), volume (middle panel, 0-1500), and institutional decisions (bottom panel, 0-1500) from 2018 to 2020. The price shows a general upward trend with a significant peak in early 2020 followed by a sharp decline. Volume is highest during the 2020 price swing. Institutional decisions show a steady flow of buying and selling activity throughout the period.

<b>CAPITAL STRUCTURE as of 3/31/15</b>				91134	91424	98786	103630	95758	99870	106916	104507	99751	92793	83000	84000	Revenues (\$mill)	90000
				16.0%	19.3%	20.7%	20.6%	23.0%	23.0%	23.5%	25.1%	24.3%	24.0%	25.0%	25.5%	Operating Margin	27.0%
<b>Total Debt</b> \$38827 mill. <b>Due in 5 Yrs</b> \$19246 mill.				5188.0	4983.0	5201.0	5450.0	4994.0	4831.0	4815.0	4676.0	4678.0	4492.0	3900	4100	Depreciation (\$mill)	4900
<b>LT Debt</b> \$34295 mill. <b>LT Interest</b> \$945 mill.				8519.0	9416.0	10418	12334	13425	14833	15855	16604	16483	15751	14100	14400	Net Profit (\$mill)	16000
(LT interest earned: 19.0x; total interest coverage: 16.9x)																	
(74% of Cap'l)				30.3%	29.3%	28.1%	26.2%	26.0%	24.8%	24.5%	24.2%	15.6%	21.2%	20.0%	20.0%	Income Tax Rate	20.0%
				9.3%	10.3%	10.5%	11.9%	14.0%	14.9%	14.8%	15.9%	16.5%	17.0%	17.0%	17.3%	Net Profit Margin	17.8%
<b>Pension Assets-12/14</b> \$147.4 bill. <b>Oblig.</b> \$112.3 bill.				10509	4569.0	8867.0	6569.0	12933	7554.0	8805.0	5808.0	11196	9822.0	10000	10000	Working Cap'l (\$mill)	12000
				15425	13780	23039	22689	21932	21846	22857	24088	32856	35073	34000	36000	Long-Term Debt (\$mill)	45000
<b>Pfd Stock</b> None				33098	28506	28470	13465	22755 <sup>E</sup>	23172	20236	18860	22792	11868	16050	22100	Shr. Equity (\$mill) <sup>D</sup>	44700
<b>Common Stock</b> 984,734,067 shs.				18.3%	23.1%	21.3%	35.6%	31.2%	33.8%	37.6%	39.5%	30.4%	34.6%	28.5%	25.0%	Return on Total Cap'l	18.0%
				25.7%	33.0%	36.6%	91.6%	59.0%	64.0%	78.4%	88.0%	72.3%	132.7%	88.0%	65.0%	Return on Shr. Equity	36.0%
<b>MARKET CAP</b> \$166 billion (Large Cap)				22.0%	27.1%	29.1%	72.4%	46.4%	50.3%	61.2%	68.0%	54.5%	96.8%	57.0%	42.0%	Retained to Com Eq	23.5%
<b>CURRENT POSITION</b> <b>2013</b> <b>2014</b> <b>3/31/15</b>				15%	18%	21%	21%	21%	21%	22%	23%	25%	27%	35%	35%	All Div'ds to Net Prof	34%

<b>(SMILL)</b>			<b>BUSINESS:</b> International Business Machines Corporation is a worldwide supplier of advanced information processing technology, communication systems, services, and program products. 2014 revenue breakdown: Global Technology Services, 38%; Global Business Services, 18%; Systems and Technology, 10%; Software, 32%; Global Financing, 2%. Foreign business: 55% of 2014 revenues; Research, 5.8%. '14 depreciation rate: 11.5%. Has 379,592 empl. Officers & directors control less than 1% of stock; Berkshire Hathaway, 7.8%; State Street, 5.5%; BlackRock, 5.4%; Vanguard Group, 5.6% (3/15 proxy). Chairman, Pres. & CEO: Virginia M. Rometty. Inc.: NY. Add.: New Orchard Road, Armonk, NY 10504. Tel.: 914-499-1900. Internet: www.ibm.com.		
Cash Assets	11066	8476		8804	
Receivables	31836	31831		27849	
Inventory (Avg Cst)	2310	2103		1970	
Other	6138	7012		7693	
Current Assets	51350	49422		46316	
Accts Payable	7461	6864		6314	
Debt Due	6862	5731		4532	
Other	25831	27005	24794		
Current Liab	40154	39600	35640		
			<b>IBM is engaged in a multiyear effort</b>	<b>The year ahead will be a transitional</b>	

ANNUAL RATES	Past 10 Yrs.	Past 5 Yrs.	Est'd '12-'14 to '18-'20
of change (per sh)			
Revenues	6.0%	5.0%	1.0%
"Cash Flow"	10.5%	9.0%	2.5%
Earnings	13.0%	11.5%	2.5%
Dividends	19.5%	15.0%	8.0%
Book Value	5%	1.0%	20.0%

Calendar	QUARTERLY REVENUES (\$ mill.)				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2012	24673	25783	24747	29304	104507
2013	23408	24924	23720	27699	99751
2014	22236	24047	22397	24113	92793
2015	19590	21000	20000	22410	83000
2016	19370	21050	20050	22750	83000

2016	19750	21250	20250	22750	04000
Cal- endar	Mar.31	Jun.30	Sep.30	Dec.31	Full Year
	<b>EARNINGS PER SHARE <sup>A</sup></b>				
2012	2.61	3.34	3.33	5.13	14.37
2013	2.70	2.91	3.68	5.73	14.94
2014	2.43	4.23	3.46	5.54	15.59
2015	2.44	3.30	3.25	5.36	14.35
2016	2.55	3.50	3.40	5.55	15.00

Calendar	QUARTERLY DIVIDENDS PAID				Full Year
	Mar.31	Jun.30	Sep.30	Dec.31	
2011	.65	.75	.75	.75	2.90
2012	.75	.85	.85	.85	3.30
2013	.85	.95	.95	.95	3.70
2014	.95	1.10	1.10	1.10	4.25
2015	1.10	1.30			

(A) Based on diluted shs. Excl. nonrecurring gains (losses) from discontinued operations: '03, (\$0.02); '04, (\$0.01); '05, (\$0.02); '06, \$0.05; '14, (\$3.65). Quarters may not sum due to change in shs. Next earnings report mid-July. (B) Dividends historically paid in early March, June, September, and December. (C) Dividend reinvestment plan available. (D) Incl. Intangibles. As of 3/31/15, \$32.9 billion, \$33.37/sh. (E) In '08, incl. \$15.2 bill. retirement benefit plan loss. .

<b>Company's Financial Strength</b>	<b>A++</b>
<b>Stock's Price Stability</b>	<b>90</b>
<b>Price Growth Persistence</b>	<b>65</b>
<b>Earnings Predictability</b>	<b>100</b>

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