

of the world's largest telecom holding companies and is the largest in the U.S. Its traditional (SBC only) wireline subsidiaries provide services in 13 states, including California, Texas, Illinois, Michigan, Ohio, Missouri, Connecticut, Indiana, Wisconsin, Oklahoma, Kansas, Arkansas, and Nevada. Also owns Cingular (now AT&T Wire-

Corp., 11/05; BellSouth, 12/06. Total Consumer Revenue Connections: 41.9 mill. '10 sales mix: Voice, 23%; Data, 22%; Directory advertising, 3%; Wireless & Other, 52%. Has 256,210 empl. Chrmn. & CEO: Randall Stephenson. Inc.: DE. Addr.: 208 S. Akard St., Dallas, Texas, 75202. Tel.: 210-821-4105. Internet: www.att.com.

ANNUAL RATES Past Past Est'd '08-'10 to '14-'16 of change (per sh) 10 Yrs. 5 Yrs. 12.0% 8.5% 7.0% 4.5% 2.0% 3.5% Revenues "Cash Flow 1.5% Dividends **Book Value** 6.5%

20999

36705

636%

7361

20055 7196

33951

657%

6700

17860

8900 7271

34031

701%

Accts Payable Debt Due

Current Liab.

Fix. Chg. Cov

Other

QUARTERLY REVENUES (\$ mill.) E Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 24028 2008 30744 30866 31342 30855 30858 23018 2009 30571 30734 2010 30649 30808 31581 31361 24399 126100 2011 31247 31495 31478 31880 2012 31800 31900 32050 32350 28100 EARNINGS PER SHARE A Cal-Full endar Mar.31 Jun.30 Sep.30 Dec.31 Year 2008 2.16 .53 .59 2009 .54 .54 .51 .61 .54 2010 .55 2.20 2011 .57 .60 .61 .52 2.30 .67 2012 .60 .65 QUARTERLY DIVIDENDS PAID B = Cal-Full Mar.31 Jun.30 Sep.30 Dec.31 endar 2007 .355 .355 .355 2008 .40 .40 .40 .40 1.60 2009 .41 .41 .41 .41 1.64 .42 .42 2010 .42 .42 2011 .43 .43 .43 .43

AT&T continues to face an uphill battle in its \$39 billion bid to buy T-**Mobile USA.** In fact, the carrier has withdrawn its takeover application with the FCC, and indicated that it would take a \$4 billion charge in the fourth quarter to cover the cost of a breakup fee that would be owed Deutsche Telekom, T-Mobile's parent company, if the deal falls through. The prearranged breakup fee includes \$3 billion in cash and spectrum access worth about \$1 billion.) AT&T continues to pursue the merger, however. Instead of focusing on the FCC's review . . .

The company is intent on addressing the antitrust concerns raised by the U.S. Justice Department. That agency sued to block the acquisition in August, saying that the proposed tie-up would hurt competition and cost Americans jobs. Yet, AT&T hopes to prevail in court or, more likely, negotiate a settlement with the government, perhaps by restructuring the transaction as more of a joint venture or by agreeing to sell certain assets to a smaller rival like MetroPCS. (A court date was set for February, but the legal showdown is currently on hold while AT&T and

Deutsche Telekom consider revising the original deal terms.) Then, if it can overcome the DOJ's challenge, the company would presumably resubmit a merger application to the FCC and attempt to close the deal by late 2012.

Even without T-Mobile, prospects appear bright. The addition of T-Mobile, now something of a long shot, would help AT&T improve its network and leapfrog Verizon to become the nation's largest wireless operator. Nonetheless, the company is thriving on its own, benefiting from strong smartphone sales (it sold a record six million units through the first two months of the fourth quarter), greater broadband usage, and healthy demand for its *U-verse* video service. And we see the momentum persisting well into the future. This Dow component is timely, and offers conservative investors good riskadjusted returns through mid-decade. Though the T-Mobile deal is in serious jeopardy, given the objections of both the FCC and DOJ, AT&T should still be able to grow earnings at a solid mid-single-digit

clip and pay a generous cash dividend.

Justin Hellman

(A) Basic earnings thru '97; diluted thereafter. Excl. nonrecurring gains/(losses): '95, (\$2.32); '97, (\$1.04); '98, (\$0.05); '03, \$1.04; '04, \$0.32; '05, (\$0.30); '06, (\$0.45). Next earnings report | goodwill: '10: \$73601 mill., \$12.45/sh. (D) In

due late Jan. **(B)** Div'ds paid in Feb., May, Aug., and Nov. Incl. one-time div'ds: In '03, \$0.25. Div'd reinvestment plan avail. **(C)** Incl.

mill., adjusted for splits. (E) Starting in '03, proportionate rev. from Cinquiar no longer incl. in top line.

Company's Financial Strength Stock's Price Stability 100 Price Growth Persistence **Earnings Predictability** 85

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