

countries around the world. Has six reportable segments: Beauty (24% of fiscal 2011 sales, 22% of pretax profits); Grooming (10%, 13%); Health Care (14%, 16%); Snacks & Pet Care (4%, 2%); Fabric Care & Home Care (30%, 28%); and Baby Care & Famility Care

top line; Wal-Mart Stores accounted for 15%. Has approximately 129,000 employees. Officer & directors own .3% of common stock (8/11 proxy). President, Chairman & CEO: Robert A. McDonald. Incorporated: Ohio. Address: One Procter & Gamble Plaza, Cincinnati, Ohio 45202. Telephone: 513-983-1100. Internet: www.pg.com.

ANNUAL RATES Past Past Est'd '09-'11 of change (per sh) 5 Yrs. to '14-'16 6.5% 7.5% 9.5% 5.5% 8.0% Sales 7.0% 8.5% 'Cash Flow" Earnings Dividends Book Value 8.0% 10.0% 11.5% 16.0% 10.5% 8.0% 19.0%

18782

7251 8472

24282

21970

8022

9981

27293

23125

7290 11476

27968

Current Assets

Accts Payable Debt Due

Current Liab.

Fiscal Year Ends	QUA Sep.30	RTERLY S Dec.31	ALES (\$ m Mar.31	nill.) A Jun.30	Full Fiscal Year
2008	20199	21575	20463	21266	83503
2009	21582	20368	18417	18662	79029
2010	19807	21027	19178	18926	78938
2011	20122	21347	20230	20860	82559
2012	21917	22273	21105	21805	87100
Fiscal	EARNINGS PER SHARE AB				Full
Year Ends	Sep.30	Dec.31	Mar.31	Jun.30	Fiscal Year
2008	.92	.98	.82	.92	3.64
2009	1.03	.94	.83	.78	3.58
2010	.97	1.01	.83	.71	3.53
2011	1.02	1.11	.96	.84	3.93
2012	1.03	1.08	1.08	1.03	4.22
Cal-	QUARTERLY DIVIDENDS PAID C=				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2007	.31	.35	.35	.35	1.36
2008	.35	.40	.40	.40	1.55
2009	.40	.44	.44	.44	1.72
2010	.44	.482	.482	.482	1.89
2011	.482	.525	.525	.525	

probably Procter & Gamble will report lackluster results for the first half of fiscal 2012 (ends June 30th). Sales should be in the neighborhood of \$44.2 billion, up about 7% from a year earlier. Excluding the impact of items like acquisitions, divestitures, and currency translation, revenues were likely about 3% higher. Top-line growth has been broadbased, as all six of the consumer products maker's business are chipping in. The bottom-line story has been different, though, thus far in fiscal 2012. Share profdifferent, its were probably down modestly for the first half, as operating margins remain under pressure. SG&A expenses were up markedly as a percentage of sales, due to hefty outlays for marketing initiatives related to international expansion plans. Higher commodity costs are also taking a toll on income.

We still look for things to get better in the second half, though we have pared our estimates slightly. Full-year sales should approximate \$87.1 billion, down about \$1.4 billion from our previous target. Better pricing, resulting from hikes necessitated by commodity cost inflation,

as well as decent volume growth, ought to more than offset likely headwinds related to unfavorable product and geographic mixes. Share earnings will probably be \$4.22 in fiscal 2012, up 7% from a year earlier, though down \$0.04 from our previous estimate. Again, all of the gain is expected in the back half of the year, once productivity-improvement and cost-cutting initiatives are in full swing, product price hikes gain traction, and there is some relief on the raw materials front.

All told, not much has changed here. The business environment remains decent despite global economic softness, and prospects are solid. Shares of this blue chip held up remarkably well throughout the volatile trading activity that characterized much of calendar 2011. In fact, the stock is currently just off its 52-week high, and trading in a relatively narrow range

We continue to recommend this untimely issue to most investors. Longterm capital appreciation potential is decent, the dividend yield is solid, and volatility is almost a nonissue. Thus, the riskreward profile is excellent.

Erik A. Antonson December 30, 2011

(A) Fiscal years end June 30th. (B) Based on average shares thru '96, diluted thereafter. Excludes nonrecurring: '99, (13¢); '00, (24¢); '01, (53ϕ) ; '02, (25ϕ) ; '03, (19ϕ) ; '08, (12ϕ) ; '09,

historically paid in February, May, August, and for splits.

(64¢); '10, 58¢. EPS may not sum due to rounding and/or changes in share count. Next earnings report due late January. (C) Dividends bill., \$32.61 a share. (E) In millions, adjusted

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