

| ANNUAL RATES | Past | Past | Est'd '09 |
| :---: | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '14.'16 |
| Sales | 6.5\% | 5.5\% | 7.0\% |
| "Cash Flow" | 7.5\% | 8.0\% | 8.5\% |
| Earnings | 9.5\% | 8.0\% | 10.0\% |
| Dividends | 11.0\% | 11.5\% | 10.5\% |
| Book Value | 19.0\% | 16.0\% | 8.0\% |



| 2008 | 20199 | 21575 | 20463 | 21266 | 83503 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 21582 | 20368 | 18417 | 18662 | 79029 |
| 2010 | 19807 | 21027 | 19178 | 18926 | 78938 |
| 2011 | 20122 | 21347 | 20230 | 20860 | 82559 |


| 2011 | 20122 | 21347 | 20230 | 20860 | 82559 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2012 | 21917 | 22273 | 21105 | 21805 | 87100 |


| Fiscaar <br> Year | EARNNINGS PER SHARE AB | Full |
| :--- | :--- | :--- |
| Year |  |  |


| Ends | Sep. 30 | Dec. 31 | Mar. 31 | Jun. 30 | Yea |
| :--- | ---: | ---: | ---: | ---: | ---: |
| 2008 | .92 | .98 | .82 | .92 | 3.64 |


| 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 |  |
|  |  |  |  |  |  |

Procter \& Gamble will probably report lackluster results for the first half of fiscal 2012 (ends J une 30th). Sales should be in the neighborhood of $\$ 44.2$ billion, up about 7\% from a year earlier. Exduding 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 profits 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 pre vious 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

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[^0]:    (A) Fiscal years end June 30th. (B) Based on (644); '10, 58¢. EPS may not sum due to November. - Dividend reinvestment plan availaverage shares thru ' 96 , diluted thereafter. Ex- rounding and/or changes in share count. Next able. (D) Includes intangibles. In '11: \$90.2 cludes nonrecurring: '99, (13c); '00, (24¢); '01, earnings report due late January. (C) Dividends $\quad$ bill., $\$ \$ 2.61$ a share. (E) In millions, adjusted

