

 Inventory Other Current Assets Accts Payable Other | Current Liab. | $\frac{1827.7}{5293.9}$ | $\frac{1449.9}{5423.5}$ | $\frac{1571.0}{5793.1}$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| ANNUAL RATES | Past | Past | Est'd '12-'14 | $\begin{array}{ll}\text { ANNUAL RATES } & \text { Pas } \\ \text { of change (per sh) } \\ 10 & \mathrm{Yrs}\end{array}$ Sales "Carh Flow" Earnings Dividends

Book Value | 1446.4 | 1483.6 | 1623.3 |
| :---: | :---: | :---: |
| 1545.5 | 1559.4 | 1823.3 |
| 565.6 | $\frac{483.2}{}$ | $\frac{407.7}{4695.5}$ |
| 4298.9 | 4393.5 |  |
| 1423.2 | 1611.3 | 1571.3 |
| 2043.0 | 2362.3 | 2650.8 |
| 1827.7 | $\frac{1449.9}{}$ | 1571.0 |
| 5293.9 | 5423.5 | 5793.1 |
| ast | Past | Est'd '12.'14 |
| Yrs. | 5 Yrs. | to '17.'19 |

| 10 Yrs. | 5 Yrs. | to 17.19 |
| :---: | ---: | ---: |
| $7.5 \%$ | $6.5 \%$ | $5.0 \%$ |
| $8.5 \%$ | $8.0 \%$ | $6.5 \%$ |
| $8.5 \%$ | $8.5 \%$ | $7.0 \%$ |
| $9.5 \%$ | $1.5 \%$ | $6.5 \%$ |
| $6.0 \%$ | $4.5 \%$ | $6.5 \%$ | cereals, U.S. Pillsbury, baking/snacks/yogurt, meals (59\% of fiscal 2014 revenues); Int'I (30\%); and Convenience Stors \& Foodservice (11\%). Well known brands: Cheerios, Wheaties, Total, Chex, Betty Crocker, Bisquick, Hamburger Helper, Yoplait, and Progresso.

General Mills is off to a rocky start in fiscal 2015 (ends May 31, 2015). To wit, the company reported adjusted earnings of $\$ 0.61$ a share in the August period, which was below our estimate and the prior-year tally. The main culprit was the U.S. Retail segment, which was plagued by unfavorab-

| Fiscal Year Ends | QUARTERLY SALES (\$ mill.) A Aug.Per Nov.Per Feb.Per May Per |  |  |  | Full Fiscal Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 3533 | 4066 | 3646 | 3635 | 14880 |
| 2012 | 3848 | 4624 | 4120 | 4066 | 16658 |
| 2013 | 4051 | 4881 | 4431 | 4411 | 17774 |
| 2014 | 4373 | 4876 | 4377 | 4284 | 17910 |
| 2015 | 4268 | 4965 | 4500 | 4767 | 18500 |
| Fiscal Year Ends | EARNINGS PER SHARE ABE Aug.Per Nov.Per Feb.Per May Per |  |  |  | Full <br> Fiscal Year |
| 2011 | . 64 | . 76 | . 56 | . 52 | 2.48 |
| 2012 | . 64 | . 76 | . 55 | . 60 | 2.56 |
| 2013 | . 66 | . 86 | . 64 | . 53 | 2.69 |
| 2014 | . 70 | . 84 | . 64 | . 65 | 2.83 |
| 2015 | . 61 | . 87 | . 75 | . 77 | 3.00 |
| Cal- | QUARTERLY DIVIDENDS PAID C. |  |  |  | Full |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Ye |
| 2010 | . 245 | . 245 | . 28 | . 28 | 1.05 |
| 2011 | . 28 | . 28 | . 305 | . 305 | 1.17 |
| 2012 | . 305 | . 305 | . 33 | . 33 | 1.27 |
| 2013 | . 33 | . 33 | . 38 | . 38 | 1.42 |
| 2014 | . 38 | . 41 | . 41 |  |  |

le price realizations, sales mix, and lower volumes. Sales fell $13 \%, 11 \%$, and $9 \%$ in the meals, baking products, and Big G cereal categories, respectively. The ready-to-eat (RTE) cereal business remains a big problem, given the fierce competition for market share and the changing consumer dynamics. Indeed, more consumers, particularly the health-conscious, are now opting for alternative breakfasts, including Greek yogurts and sandwiches. Speaking of yogurt, that division was a silver lining in an otherwise difficult quarter. After a few years of heavy promotions and innovations, the company's Yoplait Greek yogurts have been gaining market share.
We are keeping our fiscal 2015 sharenet estimate at $\$ 3.00$, as an agressive share-repurchase program provides some support. Still, even with the aforementioned strides in the yogurt category,

Acq'd. controlling interest in Yoplait, 7/11; Pillsbury, 11/01. Owns $50 \%$ of Cereal Partners Worldwide with Nestle. Has 43,000 emplys. Officers/directors own 1.7\% of common stock; BlackRock, 7.2\% (8/14 Proxy). Chairman \& CEO: Kendall J. Powell. Inc.: DE. Address: Number One General Mills Blvd., Minneapolis, MN 55426. Tel.: 763-764-7600. Internet: www.generalmills.com.
soft fundamentals in the cereal and meals categories (i.e, Big G cereals and Progresso soups) will be a near-term drag on earnings. Too, global sales, which were up in the first quarter, may be hurt by strength of the U.S dollar and the economic weakness on the Continent. So
General Mills continues to focus on cost cutting. However, such initiatives have not come at the expense of product innovation, which is expected to yield several new offerings in fiscal 2015. The company" recently announced the "Project Century" North American manufacturing/distribution review, which is expected to yield $\$ 100$ million in annual savings by 2017. The project is in addition to the ongoing "Holistic Margin Management" program, which is designed to save roughly $\$ 400$ million through supply chain improvements.
High-quality General Mills stock has recovered some in recent months. We think this is because investors view these shares as a safe option in a volatile market. Too, investors receive the added bonus of a morethan-3\% annual dividend yield. William G. Ferguson October 24, 2014

[^0]Company's Financial Strength Stock's Price Stability Price Growth Persistence Earnings Predictability
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[^0]:    (A) Fiscal year ends last Sun. in May. (B) Diuted egs. Excl. nonrecurring: '98, 10c; 99, 5c; '00, 14; '01, 4¢; '02, (18¢); '03, (11c);
     Norically. paid in Feb, May, Aug., and Nov. --

