

| (\$MILL.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 4436 | 5947 | 10686 |
| Receivables | 6068 | 6508 | 6386 |
| Inventory (FIFO) | 6721 | 6909 | 6759 |
| Other | 4685 | 4626 | 7786 |
| Current Assets | 21910 | 23990 | 31617 |
| Accts Payable | 7920 | 8777 | 8461 |
| Debt Due | 8698 | 12432 | 15606 |
| Other | 8289 | 8828 | 9659 |
| Current Liab. | 24907 | 30037 | $\overline{33726}$ |


| ANNUAL RATES | Past | Past | Est'd '12-'14 |
| :---: | :---: | :---: | :---: |
| of change (per sh) | 10 Yrs. | 5 Yrs. | to '17.'19 |
| Sales | 6.0\% | 3.0\% | 3.5\% |
| "Cash Flow" | 6.5\% | 2.5\% | 7.5\% |
| Earnings | 7.0\% | 3.0\% | 7.5\% |
| Dividends | 10.5\% | 9.5\% | 7.0\% |
| Book Value | 16.0\% | 2.5\% | 6.0\% |


| Fiscal <br> Year <br> End | QUARTERLY SALES ( $\$$ mill. $)^{\text {A }}$ <br> Sep. 30 Dec. 31 Mar. 31 Jun. 30 |  |  |  | Full FiscaYear |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| 2011 | 20122 | 21347 | 20230 | 20860 | 82559 |
| 2012 | 21530 | 21744 | 20194 | 20212 | 83680 |
| 2013 | 20739 | 22175 | 20598 | 20655 | 84167 |
| 2014 | 20830 | 21897 | 20178 | 20157 | 83062 |
| 2015 | 21000 | 22100 | 20600 | 21000 | 84700 |
| Fiscal |  | NINGS | SHAA |  |  |
| ds | Sep. 30 | Dec. 31 | Mar. 31 | Jun. 30 | $\begin{aligned} & \text { Fiscal } \\ & \text { Year } \\ & \hline \end{aligned}$ |
| 2011 | 1.02 | 1.11 | . 96 | . 84 | 3.93 |
| 2012 | 1.01 | 1.09 | . 94 | . 82 | 3.85 |
| 2013 | 1.06 | 1.22 | . 99 | . 79 | 4.05 |
| 2014 | 1.05 | 1.20 | 1.02 | . 95 | 4.22 |
| 2015 | 1.08 | 1.25 | 1.10 | 1.02 | 4.4 |
|  | QUAR | LY | END |  | Ful |
| endar | Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | Year |
| 2010 | . 44 | 482 | 482 | 482 | 1.89 |
| 2011 | 482 | . 525 | . 525 | 525 | 2.06 |
| 2012 | . 525 | . 562 | . 562 | . 562 | 2.21 |
| 2013 | . 562 | . 602 | . 602 | . 602 | 2.37 |
| 2014 | . 602 | . 644 | . 644 |  |  |

BUSINESS: The Procter \& Gamble Company makes branded consumer packaged goods, which are marketed in more than 180 countries around the world. Has five reportable segments: Beauty (24\% of fiscal 2014 sales, 23\% of earnings); Grooming (10\%, $17 \%$ ); Health Care ( $9 \%$, $9 \%$ ); Fabric Care \& Home Care ( $32 \%$, 26\%); Baby, Feminine \& Family Care (25\%, 25\%). International op-
Procter \& Gamble's fiscal 2014 showing was a bit better than it looks (years end J une 30th). The top line actually advanced about $1 \%$ on an apples-toapples basis, and non-GAAP share earnings increased 5\%. (P\&G is in the middle of selling its pet care business, so this division was stated as a discontinued operation. We have updated our fiscal 2014 figures, but are leaving the prior-years' results as is, per Value Line convention. The transaction is expected to close in the near future.) The consumer packaged goods maker's five segments performed admirabIy in very difficult operating environments, characterized by increasing competition, rising costs, and even market contraction in some cases.
We think results in fiscal 2015 will look very similar to the figures reported in mid-August. Indeed, we estimate the top line will advance about $2 \%$, and expect non-GAAP share earnings to increase 5\%. (Management has indicated that ongoing restructuring efforts will like-
ly lead to $\$ 0.20$ a share worth of charges ly lead to $\$ 0.20$ a share worth of charges recurring items.) The Baby, Feminine \&
erations accounted for $65 \%$ of fiscal 2014 top line, $45 \%$ of earnings. Wal-Mart Stores accounted for $14 \%$ of fiscal 2014 sales. Employs about 118,000. Officer \& directors own less than $1 \%$ of common stock (8/14 proxy). Chairman, President \& CEO: A. G. Lafley. Incorporated: Ohio. Address: One Procter \& Gamble Plaza, Cincinnati, Ohio 45202. Telephone: 513-983-1100. Internet: www.pg.com.
Family Care business will most likely lead the charge, due to outsized growth in emerging markets and stronger relative fundamentals. The Fabric Care \& Home Care group should also post solid top-line growth this year, thanks again to geographic expansion efforts.
This untimely blue chip has inched higher in recent months, and now trades near its 52 -week high. The stock has been bouncing between $\$ 76$ and $\$ 85$ for almost two years now, and we do not see a catalyst arising that will help push PG north of this $\$ 85$ ceiling. Recent earnings and cash flow comparisons have been less than stellar, too, which is the main reason our System has pegged this equity to underperform in the year ahead. That said, we still think this very high-quality stock is a good pick for many investors. PG is one of the least volatile equity offerings out there, as evidenced by its low Beta of .65 and its perfect Price Stability score. Long-term top- and bottom-line growth prospects are decent, and the aboveaverage dividend yield and ongoing share repurchases are big bonuses.
Erik A. Antonson September 26, 2014

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[^0]:    (A) Fiscal years end June 30th. (B) Diluted $\mid$ (73c); '13, d19¢; '14, d21c. EPS may not sum. earnings. Excludes nonrecurring: '99, (13c); $\begin{aligned} & \text { Next earnings report due late October. (C) a share. (E) In millions, adjusted for splits. (F) }\end{aligned}$

